FOREWORD

Rapidly increasing oil revenues in the Middle East/North Africa region are being translated into growing imports of a wide range of agricultural commodities. U.S. exporters can be a major source of these imports if they are prepared to face worldwide competition and provide consistently high-quality products.

The Planning and Evaluation Division, Foreign Market Development, designed this publication to help the U.S. exporter decide which countries are likely to be good markets for American farm products. After presenting a general overview of recent developments in the region, the report gives information on the foreign market development program of the Foreign Agricultural Service, U.S. Department of Agriculture. It also includes detailed studies of market conditions in 14 nations and tables giving basic economic, demographic, and geographic information for each country.

The author wishes to thank the many persons who generously contributed to this study by providing information and review comments. Special recognition is due the Foreign Demand and Competition Division of the Economic Research Service for providing information on the present agricultural situation and the Department of Commerce for providing information on business practices.

Vernon L. Harness, Acting Director
Planning and Evaluation Division

CONTENTS

	Page
Overview	1
U.S. Market Development Activities	1
Countries of Major Market Interest	3
Food Items Having Sales Potential	3
Market Conditions in 14 Middle Eastern and North African Countries	4
Algeria	4
Egypt	5
Iran	7
Iraq	9
Jordan	11
Kuwait	12
Lebanon	14
Saudi Arabia	15
Syria	17
Bahrain	19
Oman	20
Qatar	21
United Arab Emirates	22
Yemen Arab Republic (San'a)	24
Appendix A–Tables	25
Appendix B–Offices of U.S. Market Development Cooperators	28
Appendix C–Publications Dealing with the Middle East or Market Development	31

Market Potential for U.S. Agricultural Commodities in Select Mideastern and North African Countries

by Roger W. Ferguson, Jr.[1]

'ERVIEW

'he Mideast/North Africa region[2] is the fastest ving market for U.S. agricultural exports. U.S. sales hat area tripled last year, rising from about $469 lon in 1973 to nearly 1.4 billion in 1974. Large sales)ilk items, mainly wheat, rice, vegetable oils, and ieco, and rapidly increasing sales of consumer goods, icularly canned fruits and vegetables, tomato prod-, poultry products and condiments, indicate that the n is not finished. Indeed, U.S. sales to the Mideast :xpected to approach $2 billion in 1975.

he major factor behind this buoyant demand is well vn—the tremendous gain in foreign income due to ply higher petroleum prices. Oil revenues for the y countries are estimated to have been $79 billion in 4 and might reach $95 billion in 1976. Estimates for) range around $112 billion.

he new income is generating increased imports of ultural commodities. The Economic Research Serv-'ERS) of USDA projects that by 1985 the Middle /North Africa region will import between 11 and million metric tons of wheat. ERS also expects ; regional coarse grain imports to reach 6 million ic tons and rice imports to exceed 1 million metric . No projections for consumer goods are available. ever, the increase in gross national product (GNP), ovements in income distribution, and the presence any foreign technicians and businessmen all indicate the demand for consumer-ready items in North :a and Mideast nations will explode.

ie U.S. exporter can benefit from this revenue x and provide part of the region's future imports if ; willing to face the keen competition that has oped for "petrodollars." Australia, Brazil, the pean Community, Pakistan, and Thailand have all me active exporters to the Mideast. Australia has increased deliveries of wheat, live animals, meat, dairy products, and canned fruit. Exporters from the European Community are selling more wheat, beef, frozen poultry, powdered milk, and bakery products. Rice, sugar, coffee, and soybean products are being shipped from Brazil, and rice is also coming from Pakistan and Thailand.

Of course, the Mideast's future imports of agricultural commodities will be related to regional production. Agricultural output is heavily based on grains, sugarbeets, and milk. In 1974 the regional output of wheat was nearly 9.5 million metric tons, while 4.8 million metric tons of sugarbeets were produced. Rice output and milk production were both about 3.7 million metric tons. Corn and citrus fruits were also major local products (See appendix, table 1). Obviously, production of these commodities was not evenly distributed. Iran produced the largest quantities of wheat, sugarbeets, and milk; Egypt accounted for most of the corn, cotton, rice, and citrus fruit production.

U.S. MARKET DEVELOPMENT ACTIVITIES

The U.S. market development effort is a long-term joint Government/industry effort to develop, maintain, and expand commerical markets for a wide variety of U.S. agricultural products. The program involves the Foreign Agricultural Service (FAS), State departments of agriculture, industry market development cooperators, and many private firms.

State departments of agriculture have committed manpower and funds to joint promotional efforts overseas. The State representatives assist in presenting selected exhibitions, performing selected market research, locating U.S. suppliers to meet export demand, and in many other joint promotional activities.

Market development cooperators are farm oriented, nonprofit groups representing producers and agribusinesses concerned with specific commodities. Approximately 3.5 million farmers, cooperatives, and agribusinesses support the cooperator program. In pursuing the

[1] Harvard University graduate student in Economics Law formerly employed by the Planning and Evalu-1 Division, Foreign Market Development.

[2] The study countries are Algeria, Egypt, Iran, Iraq, an, Kuwait, Lebanon, Saudi Arabia, Syria, Bahrain, n, Qatar, United Arab Emirates, and Yemen Arab Re-ic.

general objective of creating new markets for U.S. goods, the cooperators work closely with overseas food, feed, and fiber manufacturing and trade organizations and foreign consumers.

Two basic approaches to market promotion are used—trade servicing and consumer promotions. Trade servicing includes activities to assist overseas customers in choosing the right product and using it effectively. Bulk items such as soybeans and feedgrains lend themselves to trade servicing activities. Consumer promotion is used primarily for semiprocessed and processed products which reach the ultimate consumer without losing their U.S. identity. Consumer promotions are subdivided into generic promotions, dealing with a commodity in general and emphasizing its U.S. origin, and brand promotions dealing with a specific branded product.

Several FAS market development cooperators have programs in the Mideast. Great Plains Wheat (GPW) opened an office in Beirut in 1973 which circulates newsletters in English, French, and Arabic. The GPW office recently arranged travel missions to Bahrain, Kuwait, and Qatar that acquainted local millers and bakers with U.S. wheat. This office also assisted Iranian wheat importers in coming to the United States for a firsthand exchange of information between the Iranians and U.S. officials and producers.

The Holstein-Friesian Association entered the Mideast market by opening an office in Iran. The main function of this office was to coordinate the activities of Interfram Services, a joint U.S.-Iranian venture. The Association also participated in the 1975 FAS International Trade Fair in Iran that exhibited and encouraged purchases of U.S. cattle.

A third cooperator, Protein Grain Products International (PGPI) has been involved in the region for several years. During the last two fiscal years it concentrated on a sales promotion campaign that introduced Wheat Soy Blend (WSB) to consumers in Jordan, Kuwait, Lebanon, and Saudi Arabia. Prior to this project, PGPI had worked with the Iranian Government to increase the protein content of the Iranian diet.

The Poultry and Egg Institute of America (PEIA) initiated several projects through its London office in cooperation with a contract office in Beirut. Activities ranged from trade fair participation, joint cooperator/industry promotions, and trade team travel to providing local importers with current information about the U.S. poultry and egg industry. The most important PEIA programs were its sales promotion and its product information service which provided brochures to the trade in both English and Arabic. PEIA activities acquainted customers with U.S. poultry and egg products through various means, including demonstrations at local stores. The market and product information service kept principal importers, institutional buyers, and retailers aware of current development in the American poultry and egg industry.

The Rice Council for Market Development and the National Renderers Association (NRA) complete the list of cooperators with programs in the Middle East in fiscal 1975. One successful activity of the Rice Council was printing and distributing recipe booklets. These booklets increased consumer awareness of the possible use of U.S. long-grain rice as a vegetable. The NRA conducted surveys of the market potential of animal byproducts in most countries in the region. NRA also financed the visit of a U.S. soap production expert to a few countries to inform the local industry of improved tallow handling and soap production methods.

Cooperator involvement in the Middle East will be increased even further, and several new cooperators will be involved in the region during the next fiscal year. Some of these cooperators will open local offices; all are prepared to undertake exploratory studies and initiate market development programs if market prospects warrant. For further information on planned cooperator activities, interested exporters should contact each cooperator individually (appendix B).

FAS has a variety of services to aid both cooperators and private firms in the quest for the Mideast market. The international marketing directors in Washington have detailed information concerning the region, including (1) trade statistics, financial data, and general market information; (2) U.S. customs regulations and information on possible restrictions on the export of the product from the United States; (3) knowledge concerning services rendered by brokers, agents, and others who specialize in the commercial aspects of foreign trade.

To contact the FAS *International Marketing Director* call any one of the following commodity divisions.

Division	Telephone
Cotton	(202) 447-5635
Dairy and Poultry	(202) 447-6233
Fruits and Vegetables	(202) 447-7931
Grain and Feed	(202) 447-5217
Livestock and Livestock Products	(202) 447-3899
Oilseeds and Products	(202) 447-8809
Tobacco and Seeds	(202) 447-6917

The mailing address for each marketing office is Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C. 20250.

FAS also operates a Trade Opportunity Referral Service (TORS) which maintains a listing of U.S. suppliers and foreign purchasers grouped according to commodity. Foreign buyers contact one of our two

agricultural attachés in the Mideast and give the attachés information on the food products they want to purchase. This is cabled to FAS in Washington and disseminated to participating U.S. firms through a computerized direct mail service and a weekly trade bulletin called "Export Briefs." The names of U.S. exporters are given to USDA by each State department of agriculture. Anyone interested in having his name placed on the list should contact the department of agriculture in his State.

Overseas research and promotions are also a major part of FAS activities. In the past, FAS has conducted market studies in various Mideast nations, including Saudi Arabia, and there are plans for more of these studies in other parts of the Arab world. In 1974 FAS budgeted a substantial amount for an International Trade Fair in Iran which featured the Holstein-Friesian Association. In fiscal 1976, FAS intends to continue local market development with at least one major food show in an important commercial city and several smaller in-store promotions aimed at local consumers. Finally, USDA has organized, and expects to continue organizing, exchanges of technical teams and sales teams by the United States and various Middle East markets.

COUNTRIES OF MAJOR MARKET INTEREST

Mideastern countries currently exhibiting the greatest potential for growth in agricultural imports are Algeria, Egypt, Iran, Iraq, and Saudia Arabia. The increased demand in each of these countries can be largely attributed to the rising affluence of its population.

Algeria is an important oil producer with a projected 1980 population of 19 million and a projected GNP of $18 billion. Algeria has undertaken an agrarian reform program and plans to modernize and increase livestock production. This might require imports of breeding animals and feedstuffs. The large urban population and the influx of technicians indicate a market potential for consumer-ready goods.

Egypt is currently an oil importer, but revenues from the reopened Suez Canal and capital transfers from oil-rich neighbors and international organizations will bolster foreign reserves. Egypt also has the largest population in the Middle East, projected to exceed 41 million by 1980. The large Cairo population is already accustomed to U.S. processed foods and may soon have money to purchase them. Government subsidies to maintain low food prices and full employment policies could encourage this demand. Wheat, corn, tallow, oils, poultry, and tobacco are expected to be the major import items for the future.

Iran is perhaps the most promising market in the area. Iran is the second most productive oil exporter and has the second largest population in the region. The large and sophisticated Iranian middle class is demanding meats, both beef and poultry, bakery goods, canned fruits and vegetables, and meat sauces. The government has started a major livestock program and will probably import breeding stock and feedstuffs for several years to come.

Iraq currently has a population of about 10 million, but its GNP is expected to nearly triple, reaching $30 billion by 1980. Iraq's future trade picture is likely to include large imports of bulk items, particularly wheat, rice, and fats and oils.

Saudi Arabia in spite of its small population, estimated to be less than 6 million, will be an important market because of its oil reserves. The rising affluence of its population and the inflow of foreign technicians and business persons are expected to make Saudi Arabia a growing market for consumer-ready products. Wheat, rice, and feedgrains for a newly started poultry project could complete the trade picture.

FOOD ITEMS HAVING SALES POTENTIAL

For the Middle Eastern area in general, the following food items are considered to have sales potential for developing U.S. markets.

Traditional bulk items (rice, wheat, fats and oils)
Breeding animals and animal feed
Candy and syrups
Canned fruit – especially fruit cocktail
Canned vegetables – green beans, green peas, sweet corn, carrots, tomatoes, and tomato paste
Canned juices – orange, grapefruit, apple, grape, tomato, vegetable
Dry peas and lentils
Frozen poultry – chicken, turkey, and egg products
Frozen vegetables – mixed, corn, and french fried potatoes
Frozen meat – beef steak
Frozen bakery products
Gelatin – fruit flavored
Honey – regular strained; processed with comb
Jams, jellies and preserves
Nuts – almonds and pecans
Peanut butter
Popcorn
Snack foods

MARKET CONDITIONS IN 14 MIDDLE EASTERN AND NORTH AFRICAN COUNTRIES

Algeria

Algerian Embassy
2118 Kalorama Road, N.W.
Washington, D.C. 20008
Phone: (202) 234-7246

U.S. Consulate
25 rue Lamaratime
Oran, Algeria
Phone: 362-22

U.S. Embassy
Villa Mektoub, 4 Chemin
Cheikh Bachir Brahimi
Algiers, Algeria
Phone: 60-14-25/29, 60-36-70/72

Agricultural Situation

In contrast to the growth of other sectors, agricultural output remained steady in 1974. The wheat harvest was even smaller than the poor 1973 crop; barley output was normal. Most other crops showed little change from that of 1973.

Algeria's agrarian revolution must overcome years of insufficient investment in the agricultural sector, and by 1977 the Algerian Government expects to invest $3 billion in the farm sector. This level of investment will be needed to reach the ambitious target of 6 percent annual growth in farm production between 1970 and 1980.

Future Import Requirements

Imports of wheat, fats and tallow, animal feeds, cotton, and beans are expected to increase. Several sources have estimated that by 1980 wheat imports could reach 1.5 million tons during good production years and over 2 million tons in years of poor harvest.

A possible new import area is livestock and feed. As the third and final phase of the agrarian reform, Algeria plans to modernize and increase livestock production in the Algerian steppes. This phase commenced in 1974, and could offer U.S. exporters of breeding animals and feeds new market opportunities.

Business Customs

Business establishments and Government offices in Algeria are generally open from 8:30 a.m. to noon and from 2:30 p.m. to 6:00 p.m. Monday through Friday, even though Friday is the Moslem holy day. Many businesses are also open a half day on Saturday, but banks remain closed. During the Moslem religious holiday month of Ramadan, the time of which varies from year to year, banks are open from 9:00 a.m. to 2:30 p.m. and Government offices from 8:00 a.m. to 3:30 p.m.

Personal calls play a significant role in the conduct of business in Algeria. Personal visits with businessmen and Government officials are warmly welcomed and generally regarded as the most effective method of establishing new trade contacts. The U.S. Embassy will be useful in arranging business appointments.

The Algerian Government monopolizes the import of all agricultural commodities. Agencies responsible for these goods are:

1. OAIC – Office Algerien Interprofessional des Cereales
   5, Rue Meissonier
   Alger, Algerie
   Phone: 66-99-66 to 69
   Telex: 91-798 Alger
   Cable: Sable – Alger
   Responsibilities: Wheat, barley, oats, rice, corn, dry beans, lentils, peas, beans.
2. ONACO – Office National de Commercialisation
   21 Rue Larbi Ben M'Hidi
   Alger, Algerie
   Phone: 64-02-75 to 77
   Telex: 91-991/992/882 Alger
   Cable: ONACO – Alger
   Responsibilities: Sugar, butter, canned tomatoes, spices, margarine, oleaginous oils and seeds, canned goods, tallow, peanuts, prunes, honey, raisins, almonds, potatoes, glucose.
3. ONAB – Office National des Aliments Betail
   25 Boulevard Zirout Youcef
   Alger, Algerie
   Phone: 63-73-05
   Telex: 52-913-Alger
   Cable: ONAB – Alger
   Responsibilities: Meats and meat products.

Infrastructure

The main port for agricultural commodities in Algeria is Algiers, one of the largest in that country and capable of handling large import shipments. Air transportation has developed rapidly as a result of oil-related activities. Major airports are Algiers, Annaba, and Oran, all located along the Mediterranean coast; Algiers is the principal airport for long-range jets.

VALUE OF U.S. AGRICULTURAL EXPORTS TO ALGERIA, 1972-74

[In 1,000 dollars]

Commodity	1972	1973	1974
Wheat–unmilled	30,484	54,735	146,395
Rice–in husk or husked	0	2,158	0
Barley–unmilled	0	1,076	0
Corn–unmilled	19	1,091	0
Wheat flour	(1)	0	1,986
Vegetables–dried	2,562	2,920	7,578
Cotton–raw	2,408	709	2,861
Fats and tallow	4,092	6,705	10,762
Oil–cottonseed	0	1,043	0
Other agricultural products	424	803	912
Total	39,989	71,240	170,494

[1] Not available.

Source: *U.S. Foreign Agricultural Trade Statistical Report*, Calendar 1974 and Calendar 1973, Econ. Res. Serv., U.S. Dept. Agr.

ALGERIA: HIGHLIGHTS ON GEOGRAPHY, POPULATION, AND FINANCIAL POSITION

Item	Unit	Amount
Area		
Total	1,000 sq. mi.	920
Agricultural land	percent of total	19
Agricultural land per capita	acres	7
Population–1973		
Total	million	15.3
Growth rate	percent	3.5
Persons per square mile	number	17
Urban	percent	45
Labor force in agriculture	percent	56
Literacy rate	percent of pop.	20
GNP–1972 prices		
Total–1972	mil. U.S. dols.	6,950
Growth rate	percent	7.7
Per capita–1972	U.S. dols.	469
Per capita growth rate	percent	4.3
Foreign exchange–1974		
Official reserves	mil. U.S. dols.	1,689

Sources: *Africa: Economic Growth Trends*, U.S. Agency for International Development, 1974.

World Monetary Conditions in Relation to Agricultural Trade, Econ. Res. Serv., U.S. Dept. Agr., May 1975.

The internal transportation network in Algeria is highly developed, with modern roads and railways connecting all major cities. There are 2,423 miles of various gauge railways, half of which are Government owned. The main line crosses northern Algeria between the Moroccan and Tunisian frontiers, linking all the major cities and ports.

Algeria's highway system consists of six major highways. Three east-west roads cross Algeria: one follows the coastline; another, more important route parallels the coastal road about 60 miles inland; and a third lies south of the Atlas Mountains. The other three highways run perpendicular to these routes and divide the country into three nearly equal sectors.

Tariffs and Import Restrictions

Tariffs on most agricultural products are not restrictive. Government import monopolies, which set annual import quotas, are increasingly dominating foreign trade. In addition, Algeria maintains an import license system.

Egypt

Embassy of the Arab Republic of Egypt
2310 Decatur Place, N.W.
Washington, D.C. 20008
Phone: (202) 232-5400

Commercial Office
2715 Connecticut Ave., N.W.
Washington, D.C. 20008
Phone: (202) 234-1414

Egyptian Consulate
36 E. 67th Street
New York, N.Y. 10021
Phone (212) 794-9494

U.S. Embassy
5 Sharia Latin America
Garden City, Cairo
Arab Republic of Egypt
Phone: 28219

U.S. Consulate General
15 Rue Djabarti
Alexandria
Arab Republic of Egypt
Phone: 28186

Agricultural Situation

Total agricultural production in 1974 was about 2 percent above the 1973 level, mostly because of higher output of corn and vegetables. Corn production rose about 10 percent to a record 2.75 million tons due to an increase in the area planted and fertilizer use on hybrid varieties.

Wheat production was up only 4 percent in 1974, despite a 6-percent gain in area harvested. Yields of Mexican varieties were disappointing south of Cairo, but the improved variety of "Giza 155" did well on delta farms.

Cotton production declined from 490,000 tons in 1973 to about 450,000 tons in 1974. Egypt is likely to reduce slightly the area planted to cotton in 1975 and use more land for hybrid corn. However, programs to improve cotton yields through better input use could keep production near the 1974 level.

Future Import Requirements

Egypt's demand for bulk items is expected to increase in the near future. Wheat, corn, tallow, oils, dried milk, and tobacco will be the major commodities in the import bundle. By 1980, wheat imports could be near 5.5 million tons, while corn imports may approximate 1 million tons. Programs to use more wheatland for winter vegetables might bolster wheat imports even further. One source projects fat and oil imports of 400,000 metric tons at the end of this decade.

The demand for processed foods in Cairo and in urban areas along the Suez is also expected to increase. Government subsidies to maintain low food prices and full employment policies will encourage demand for processed foods. The growing hotel trade and tourist industry will also add to demand. Growth items include bakery products, high-quality red meat and poultry items for the hotel trade, and beverages.

In spite of this growing demand, actual Egyptian imports of both bulk items and consumer-ready goods are likely to be influenced by the availability of credit facilities in the United States. Increases in both development assistance and Suez Canal revenues may not keep pace with more rapidly expanding import requirements so that Egypt may still have foreign exchange problems in the near future. Such exchange difficulties could force the Egyptian Government to moderate import growth and husband foreign reserves.

Business Practices

Four companies handle food and feedstuff imports. All are affiliated with the Egyptian General Trade Office. For import information, contact: General Egyptian Organization for Foreign Trade, 9 Dalet Harb Street; Cairo, Egypt; Arab Republic of Egypt.

The Egyptian business week is from Saturday to Thursday, with most firms open half a day on Sunday. Numerous secular and religious holidays are observed, but because the days of celebration change from year to year a traveler should check with the Egyptian Embassy.

Infrastructure

Maritime ports handled more than 13 million tons of cargo in 1970; over 70 percent of which passed through Alexandria alone. The Alexandria port has 62 piers and is undergoing a $67-million improvement program, which includes dredging and installation of bulk handling facilities for wheat, corn, and vegetable oils. Bonded warehouses and cold storage facilities are available in Alexandria, Suez, Port Said, and Cairo. Goods may be stored in these warehouses for 6 months, and a 3-month extension may be obtained by applying to the Director General of Customs. Cairo airport is serviced by 37 international carriers.

Railways are the most important element of the internal transportation system, carrying about half of the freight traffic. The nearly 4,500 miles of railways link all of the major cities in the Nile delta area. There are 29,400 miles of road, of which 12,400 are paved or improved. Finally, inland waterways account for about one-tenth of the freight transported throughout the country. The Noubaria Canal Project will cut the bulk travel time between Alexandria and Cairo from 10 days to 3 days.

Tariffs and Trade Restrictions

Egypt's desire for agricultural commodities has created a tariff system which is not a deterrent to the import of most U.S. agricultural commodities. However, there is a high duty on unmanufactured tobacco. As the

VALUE OF U.S. AGRICULTURAL EXPORTS TO EGYPT, 1972-74

[In 1,000 dollars]

Commodity	1972	1973	1974
Wheat—unmilled	0	43,085	134,163
Corn—unmilled	5,383	15,927	60,584
Wheat flour	33	7,342	1,773
Dietetic, infant cereal	476	759	993
Oil cake, meal, residues	139	1,016	260
Tobacco—unmanufactured	902	2,358	14,406
Oilseed flour and meal, nec[1]	(2)	0	3,468
Fats and tallow	11,308	20,509	45,829
Oil—soybean	(2)	451	2,898
Oil—cottonseed	24,952	30,542	75,245
Other agricultural products	455	980	3,337
Total	43,648	122,969	342,956

[1] nec—Not elsewhere classified.
[2] Not available.

Source: *U.S. Foreign Agricultural Trade Statistical Report*, Calendar 1973 and Calendar 1974, Econ. Res. Serv., U.S. Dept. Agr.

EGYPT: HIGHLIGHTS ON GEOGRAPHY, POPULATION, AND FINANCIAL POSITION

Item	Unit	Amount
Area		
Total	1,000 sq. mi.	387
Agricultural land	percent of total	3
Agricultural land per capita	acres	0.2
Population--1973		
Total	millions	35.1
Growth Rate	percent	2.3
Persons per square mile	number	90
Urban	percent	44
Labor force in agriculture	percent	53
Literacy rate	percent of pop.	26
GNP--1973 prices		
Total--1973	mil. U.S. dols.	8,794
Growth rate	percent	3.2
Per capita	U.S. dols.	250
Per capita growth rate	percent	.9
Foreign exchange--1974		
Official reserves	mil. U.S. dols.	342

Sources: *Near East and South Asia: Economic Growth Trends*, U.S. Agency for International Development, 1974.

World Monetary Conditions in Relation to Agricultural Trade, Econ. Res. Serv., U.S. Dept. Agr., May 1975.

World Military Expenditures and Arms Trade, U.S. Arms Control and Disarmament Agency, 1963-73.

trade figures show, this duty is not a barrier to tobacco imports because of the Government's role as an importer.

In the past, the main restriction on imports was a lack of foreign exchange. This limitation is being closed by the influx of investment and assistance currency from various sources, but it has not been eliminated.

Egyptian Law No. 115 of 1958 requires that labels on products sold to the public shall have a description printed in Arabic. The manufacuterer's name and the country of origin must also be shown on the label. The Egyptian importer can affix these labels.

Iran

Embassy of Iran
3005 Massachusetts Avenue N.W.
Washington, D.C. 20008
Phone: (202) 483-5500

Iranian Economic Mission
5530 Wisconsin Avenue N.W.
Washington, D.C. 20015
Phone: (202) 654-7930

Consulate General
630 Fifth Avenue
New York, N.Y. 10020
Phone: (212) 540-7270

Consulate General
One Embarcadero Center
San Francisco, Calif. 94111
Phone: (415) 986-3500

Consulate General
875 N. Michigan Avenue
Chicago, Ill. 60611
Phone: (312) 642-3376

U.S. Embassy
260 Ave. Takti Jamshid
Tehran, Iran
Phone: 60511, 60711

Consulate General
Shahnaz Avenue
Tabriz, Iran
Phone: 2101, 5487

Consulate General
Pahlavi Street
Khorramshahr, Iran
Phone: 3612

Agricultural Situation

Oil revenues have fueled a major economic boom in Iran. However, the growth of agricultural output lagged behind the growth in GNP. Between 1968 and 1974 the GNP grew at an annual rate in excess of 12 percent, while the rate for agriculture was only 4 percent.

Wheat production in 1974 is estimated at 3.7 million tons--a disappointing crop compared to the 3.95-million-ton output in 1973. Rice production also fell short of expectations, with production estimated to be 700,000 tons (milled).

Future Import Requirements

The Iranian Government has undertaken a major investment program for the agricultural sector. The revised 5-year development plan (1973-1977), includes expenditures for agricultural development of $7 billion.

As part of this program, the Government initiated a major livestock program, hoping to increase meat production from 420,000 metric tons in 1974 to 620,000

metric tons in 1978. Between 1973 and 1977 Iran will seek between 150,000 and 200,000 head of beef and dairy cattle, and U.S. exporters should be prepared to provide much of the needed livestock. However the future of this program depends on Iran's ability to feed this livestock. Here, too, U.S. feedstuffs can be useful.

The Iranian Government plans to build seven or eight more feed mills, to augment the one already in operation, and will need imported feedgrains and oilseeds. One impediment to increasing imports is the Government's policy of encouraging use of local feeds before other feeds are imported. Iran currently has an oversupply of cottonseed meal, and 200,000 acres of cottonland are being shifted to soybeans. With all of these developments taken into consideration, the Government's meat program may require as much as 1 million tons of imported feedstuffs for both poultry and beef by 1980.

In the longer run, demand for agricultural commodities is expected to out distance domestic production. This imbalance could cause substantial imports of meat, particularly poultry and beef, fats and oils, wheat, dried milk, and specialty dairy products. It is generally believed that by 1980 wheat imports may approach 1.5 million metric tons, while rice imports could range from 300,000 to 500,000 metric tons. Imports of fats and oils might be about 450,000 metric tons by 1980.

The urban areas of Iran, mainly Tehran and Isfahan, are growing markets for consumer-ready goods. Iran has a large and sophisticated middle class that demands meat products, bakery goods, meat sauces, and canned goods. The low purchasing power and inadequate distribution system in the rural areas are being changed by new Government programs to distribute imported grains, sugar, and cooking oil to villages at subsidized prices. Iran is also attempting to increase human protein consumption, and hopes to implement a nationwide school lunch program immediately. Each of the 5 to 6 million school children will receive 2 grams of soy protein in a biscuit or wafer. Since this is a crash program, interested firms should submit their product for inspection by the Iranian Government immediately.

Business Customs

As in other Moslem countries, the work week is Saturday through Thursday. Business hours vary with the season. During the winter, they are 8:00 a.m. to 1:00 p.m. and 4:00 p.m. to 8:00 p.m., and in the summer from 7:00 a.m. to 2:00 p.m. Banking hours are from 8:00 a.m. to 2:00 p.m. in winter and from 7:00 a.m. to 1:00 p.m. in summer.

There are numerous national and religious holidays in Iran. Because the days of celebration change from year to year, a traveler should check with the Iranian Embassy in Washington to determine holiday dates.

Business etiquette in Iran places emphasis on formality. The official language of the country is Persian (Farsi), but English and French are also used in commercial circles.

Infrastructure

The major ports of Iran are Khorramshahr and Bandar Shahpur, both on the Persian (Arabian) Gulf. Khorramshahr is Iran's busiest non-oil port and together with Bandar Shahpur accounts for 85 percent of Iran's total import and export traffic. Khorramshahr has a capacity of 970,000 tons of commercial cargo per year and is linked by improved highways with many areas of the country. Bandar Shahpur has undergone improvement in recent years and now has a capacity of 600,000 tons of nonmineral cargo per year. It is connected to northern Iran by rail and road.

The current development drive has put a great deal of pressure on Iran's ports and internal transportation system. There is a 6- to 8-week backlog for unloading, and a shortage of transportation out of the ports. The internal transportation problem is due as much to a lack of truckdrivers and railwaymen as it is to a shortage of vehicles. Also, there are no storage facilities for frozen items and no equipment for handling containers.

VALUE OF U.S. AGRICULTURAL EXPORTS TO IRAN, 1972-74

[In 1,000 dollars]

Commodity	1972	1973	1974
Wheat—unmilled	36,034	69,231	257,477
Rice—milled	16,095	3	104,739
Barley—unmilled	0	1,289	9,395
Corn—unmilled	1,596	12,185	16,831
Dietetic, infant cereal	589	774	991
Sugar, syrup, nec[1]	431	1,031	1,309
Oil cake, meal, residues	99	858	5,527
Miscellaneous food preparations, nec	1,580	1,908	2,291
Oilseed flour and meal, nec	102	696	292
Seeds for planting, nec	720	618	1,443
Fats and tallow	3,695	6,395	13,194
Oil—soybean	8,311	10,959	107,364
Oil—cottonseed	4,257	118	5,614
Other agricultural products	2,475	2,791	7,628
Total	75,984	108,856	534,195

[1] nec—Not elsewhere classified.

Source: *U.S. Foreign Agricultural Trade Statistical Report*, Calendar 1973 and Calendar 1974, Econ. Res. Serv., U.S. Dept. Agr.

IRAN: HIGHLIGHTS ON GEOGRAPHY, POPULATION, AND FINANCIAL POSITION

Item	Unit	Amount
Area		
Total	1,000 sq. mi.	636
Agricultural land	percent of total	17
Agricultural land per capita	acres	2.1
Population – 1973		
Total	millions	33.3
Growth rate	percent	3.1
Persons per square mile	number	50
Urban	percent	42
Labor force in agriculture	percent	42
Literacy rate	percent of pop.	23
GNP – 1973 prices		
Total 1973	mil. U.S. dols.	22,812
Growth rate	percent	10.9
Per capita	U.S. dols.	566
Per capita growth rate	percent	7.6
Foreign exchange – 1974		
Official reserves	mil. U.S. dols.	8,383

Sources: *Near East and South Asia: Economic Growth Trends*, U.S. Agency for International Development, 1974.

World Monetary Conditions in Relation to Agricultural Trade, Econ. Res. Serv., U.S. Dept. Agr., May 1975.

World Military Expenditures and Arms Trade, U.S. Arms Control and Disarmament Agency, 1963-73.

The Iranian government is acutely aware of these infrastructure bottlenecks, and is investing heavily in port development. The quality of port and infrastructure facilities is changing rapidly, and by the end of 1978, the Government plans to have grain silo capacity of 900,000 metric tons, almost three times the current volume.

Tariffs and Trade Restrictions

In Iran, most agriculture commodities are subject to tariffs of 10 to 20 rials per kilogram (1 rial = 1.32 U.S. cents). Notable exceptions are breeding animals, dried milk, and cereals, all of which are exempt from tariffs. Imports into Iran are also subject to a Commercial Benefit Tax, generally less than 12 cents per kilo. The import of all varieties of fresh fruit, prepared meat, prepared or preserved fruits and vegetables, and cereal flour requires the approval of the Ministry of Economy.

All of Iran's imports of wheat and corn are State traded through the Ministry of Commerce. The Deputy Minister is currently in charge of this function. Because of the Government role in imports, corn and wheat are exempt from current duty rates.

Iraq

Iraqi Interests Section
Indian Embassy
1801 P Street N.W.
Washington, D.C. 20008
Phone: (202) 483-7500

U.S. Interests Section
Belgium Embassy
Monsur Street
Baghdad, Iraq
Phone: 34171

Agricultural Situation

Total agricultural production increased over 50 percent in 1974 from the disappointing 1973 harvest, but it still remained below the 1972 peak. Wheat production in 1974 was about 88 percent above the poor harvest in 1973 and totaled 1.8 million metric tons. Salinity problems caused rice production to fall from 268,000 tons in 1972 to only 200,000 tons in 1974, but barley output increased to about 800,000 tons in 1974.

Future Import Requirements

The main hinderances to Iraqi agricultural development are a scarcity of irrigated land and high soil salinity. Only half of the 30 million hectares of cultivated land in Iraq is irrigated, the other half depends on rainfall. While wheat cultivation accounts for 55 percent of the cropped area, 75 percent of the output is from nonirrigated land. The soil salinity problem stems from the fact that irrigated lands, located mainly in central and southern Iraq, are close to sea level and have high water tables. These water tables rise with irrigation, and when the soil is wet an upward capillary action brings salts to the surface. To remedy this situation the Iraqi Government plans to construct an effective drainage system.

Because of these problems, Iraq's future trade picture is likely to include large imports of bulk items, particularly wheat, rice, and fats and tallow. The general consensus is that by 1980 Iraq will import over 1.5 million metric tons of wheat, 550,000 tons of rice and 600,000 tons of coarse grains.

The Iraqi Government has initiated a major poultry program in an effort to become self-sufficient in egg and poultry production. Accordingly, large amounts of money are being expended on poultry operations. The

director of the Arab Organization for Agricultural Development has declared that Iraq will invest about $250 million in poultry operation hoping to reach an output of 2 million broilers and 2 billion eggs per year. The poultry operations at Irbil supports 115,000 breeders and 304,000 layers and another 10 sites have been agreed on, each housing 136,000 breeders and 367,000 layers. Such large undertakings might necessitate the import of chicks and poultry feed, both corn and soy-based.

The Government is also aiming at rapidly improving the standard of living for the average Iraqi. As a result, trading firms in Baghdad are in the market for soy-protein products and for vegetable seeds to improve the quality of vegetable output. Finally, expanding soap output in Iraq has spurred the demand for imported tallow.

Business Customs

All imports in Iraq must go through the Government. The central clearing house for agricultural imports is:

Ministry of Agriculture
Directorate - General of Administration and Companies
Baghdad, Iraq

Other state trading agencies include:

Grain Board
P.O. Box 329
Baghdad, Iraq

Responsibilities: Wheat, barley, and rice

Iraqi Tobacco State Company
P.O. Box 10026
Karradah Sharkiyah
Baghdad, Iraq

Responsibilities: Tobacco leaf

State Poultry Company
P.O. Box 431
Baghdad, Iraq

Responsibilities: Soybeans, eggs, and chickens

State Company for Animal Production
Shawaf Square
Karradat Mariam
Baghdad, Iraq

Responsibilities: Meats and soybeans

The Federation of Iraqi Chambers of Commerce publishes an Iraq Trade Directory which gives a more detailed list of trading establishments. Its address is:

Federation of Iraqi Chambers of Commerce
Mustonsir Street
Baghdad, Iraq

Infrastructure

The only port in Iraq capable of accommodating modern vessels is at Basra on the Persian (Arabian) Gulf. Four new wharves were recently constructed, and other improvements are being made. However, at this time, there are 20,000 metric tons of silo grain storage and 40,000 metric tons of grain warehouse storage at Basra, which means that grains and meals must be shipped in bags. The port at Beirut, Lebanon is also a major entry point for goods going into Iraq. In spite of the modernization program and the use of Beirut, port facilities in Iraq are still badly clogged.

The internal transportation system, consisting of railways, roads, and waterways, is sound. The main roads are along the north-south axis which goes through the fertile and populated areas between the Tigris and Euphrates Rivers. These routes connect four major economic centers: Mosul and Kirkuk in the north; Baghdad in the central region; Basra in the south. The road system is under complete reconstruction, for which large sums are being made available by the Economic Planning Board.

VALUE OF U.S. AGRICULTURAL EXPORTS TO IRAQ, 1972-74

[In 1,000 dollars]

Commodity	1972	1973	1974
Wheat--unmilled	456	24,734	96,348
Rice--milled	0	5,165	14,158
Oil-cake, meal, residues	0	970	0
Miscellaneous food preparations, nec[1]	487	450	560
Seeds for planting, nec	201	309	720
Fats and tallow	237	472	2,569
Other agricultural products	229	262	487
Total	1,639	32,362	114,842

[1] nec--Not elsewhere classified.

Source: *U.S. Foreign Agricultural Trade Statistical Report*, Calendar 1973 and Calendar 1974, Econ. Res. Serv., U.S. Dept. Agr.

IRAQ: HIGHLIGHTS ON GEOGRAPHY, POPULATION, AND FINANCIAL POSITION

Item	Unit	Amount
Area		
Total	1,000 sq. mi.	168
Agricultural land	percent of total	23
Agricultural land per capita	acres	2.4
Population–1973		
Total	millions	10.3
Growth Rate	percent	3.3
Persons per square mile	number	60
Urban	percent	49
Labor force in agriculture	percent	48
Literacy rate	percent of pop.	24
GNP–1973 prices		
Total–1972	mil. U.S. dols.	3,715
Growth rate	percent	5.8
Per capita	U.S. dols.	371
Per capita growth rate	percent	2.5
Foreign exchange–1974		
Official reserves	mil. U.S. dols.	1,689

Sources: *Near East and South Asia: Economic Growth Trends*, U.S. Agency for International Development, 1974.

World Monetary Conditions in Relation to Agricultural Trade, Econ. Res. Serv., U.S. Dept. Agr., May 1975.

World Military Expenditures and Arms Trade, U.S. Arms Control and Disarmament Agency, 1963-73.

The railways consist of 1,490 route miles almost qually divided between standard and 1-metric gauge. he railway system links Baghdad with the populated egions in the north and south, but the road system is he main means of transportation.

ariffs and Trade Restrictions

The goals of Iraq's trade policy are to protect omestic industry, provide commodities considered ssential to the domestic economy, limit imports of less ssential items, and control prices. Iraq uses a system of losely coordinated quantitative restrictions and tariff olicy, supplemented by State trading, to achieve its ational policy objectives. In the past, import restrictions were placed on U.S. agricultural commodities. With he lifting of these restrictions basic foodstuffs and other ssential items generally are either exempt from import uty or carry low duties. Thus tariffs are not a inderance to agricultural trade.

Jordan

Embassy of Jordan
2319 Wyoming Avenue N.W.
Washington, D.C. 20008
Phone: (202) 265-1606

Consulate General
866 U.N. Plaza
New York, N.Y. 10017
Phone: (212) 752-0135

U.S. Embassy
Jebel Amman
Amman, Jordan
Phone: 44371-6

Agricultural Situation

Agriculture is a major sector in the Jordanian economy, producing about 18 percent of the GNP and providing employment for 35 percent of the labor force. Water resources limit the area under cultivation to between one-eighth and one-tenth of the total land area.

Most of Jordan's 93,000 farms are owner-operated small holdings; 85 percent are less than 25 acres. The lack of irrigation places Jordan's agriculture at a disadvantage; fortunately in 1974 the weather was quite favorable. Jordan's wheat crop was 267,000 metric tons, a threefold increase over the drought reduced 1973 crop. Barley, olives, and citrus fruits also experienced marked production increases.

Future Import Requirements

In its current 3-year plan (1973-75) Jordan planned to implement 20 agricultural programs, but due to a lack of resources only 16 projects were implemented. The projects emphasized increasing wheat production, improving poultry and livestock quality, and encouraging farming on nonirrigated land. The 1976-80 plan is likely to continue these programs and add one more plan aimed at producing 70 million eggs per annum. These various undertakings indicate that major new opportunities for U.S. exporters could be in breeding animals, high-yield seeds, and soybean meal. Imports of most food and feed cereals, particularly wheat and barley, will vary inversely with domestic production.

A recent Jordanian - Egyptian protocol could influence the future level of U.S. exports to Jordan. The protocol requires an increase of Jordanian-Egyptian agricultural trade to $20 million annually and calls for exemptions from customs duties and trade taxes. Egyptian export plans might include rice, potatoes, onions, beans, and seeds, while Jordan plans to export more tanned hides and tobacco to Egypt.

Business Customs

All businesses are closed on secular and religious holidays. Since the dates of these occassions vary, an interested traveler should contact the Jordanian Embassy in Washington before making travel plans.

Infrastructure

International airlines serve Amman and the new airport at Aqaba which opened in 1972. The only port in Jordan is Aqaba at the head of the Gulf of Aqaba on the Red Sea. This port is fairly modern and should not be a bottleneck for imports.

Internally, highways and railroads are the major modes of transportation. Jordan's highway system totals 4,400 miles (1972), of which 3,500 miles are paved roads. Principal highways connect Syria, Iraq, and Saudi Arabia. The main railway is the Hajiz Railway which is 225 miles of narrow-gauge single track line that extends from the Syrian border, through Amman to Ma'an where it connects with a road to the port of Aqaba. The railway and highway systems are adequate to handle imports of farm products.

Tariffs and Import Restrictions

The Government is in the process of revising its tariffs. The revised list would eliminate or reduce tariffs on essential food items as well as lower the 20 percent penalty now collected on imported commodities that enter Jordan other than via Aqaba.

VALUE OF U.S. AGRICULTURAL EXPORTS TO JORDAN, 1972-74

[In 1,000 dollars]

Commodity	1972	1973	1974
Wheat–unmilled	1,892	6,658	4,384
Rice–milled	128	8	232
Corn–unmilled	695	2,379	0
Wheat–flour	7,242	4,234	1,187
Cereal–prepared for cooking	111	159	108
Dietetic, infant cereal	66	91	151
Sugar, syrup, nec[1]	0	199	387
Prepared animal feeds, nec	59	134	88
Tobacco, unmanufactured	624	533	1,136
Seeds for planting	119	113	1,124
Fats and tallow	(2)	74	185
Oil–soybean	1,550	167	296
Other agricultural products	759	540	863
Total	13,245	15,289	9,141

[1] nec–Not elsewhere classified.
[2] Not available.

Source: *U.S. Foreign Agricultural Trade Statistical Report*, Calendar 1973 and Calendar 1974, Econ. Res. Serv., U.S. Dept. Agr.

JORDAN: HIGHLIGHTS ON GEOGRAPHY, POPULATION, AND FINANCIAL POSITION

Item	Unit	Amount
Area		
Total	1,000	38
Agriculture land	percent of total	14
Agricultural land per capita	acres	1.4
Population–1973		
Total	millions	2.5
Growth rate	percent	3.3
Persons per square mile	number	70
Urban	percent	48
Labor force in agriculture	percent	35
Literacy rate	percent of pop.	32
GNP–1973 prices		
Total–1973	mil. U.S. dols.	803.0
Growth rate	percent	2.2
Per capita	U.S. dols.	321
Per capita growth rate	percent	-1.1
Foreign exchange–1974		
Official reserves	mil. U.S. dols.	350

Sources: *Near East and South Asia: Economic Growth Trends*, U.S. Agency for International Development, 1974.

World Monetary Conditions in Relation to Agricultural Trade, Econ. Res. Serv., U.S. Dept. Agr., May 1975.

World Military Expenditures and Arms Trade, U.S. Arms Control and Disarmament Agency, 1963-73.

Kuwait

Embassy of the State of Kuwait
2940 Tilden Street, N.W.
Washington, D.C. 20008
Phone: (202) 966-0802

Consulate General
235 East 42nd Street
New York, N.Y. 10007
Phone: (212) 687-8284

U.S. Embassy
P.O. Box 77
Kuwait, State of Kuwait
Phone: 424156-8

Agricultural Situation

Kuwait depends almost totally on imports to provide its food and feed needs. Cucumbers and tomatoes rank first and second in marketed crops; domestic poultry operations, while expanding, meet only a small part of the rising demand for poultry meat and eggs.

Future Import Requirements

Kuwait's oil revenues will continue to finance imports of bulk items such as rice, soybean cake, poultry feed, and beverage bases. Kuwait will also be an importer of processed foods. Major among these could be canned fruits, canned vegetables, juices, frozen vegetables and poultry products, bakery goods, condiments, and specialty dairy products.

U.S. food exporters should be favored by the growing popularity of U.S.-style supermarkets. As the old souk markets, with their bulk items and low quality canned goods, are replaced by modern supermarkets, demand for high quality consumer items could increase.

VALUE OF U.S. AGRICULTURAL EXPORTS TO KUWAIT, 1972-74

[In 1,000 dollars]

Commodity	1972	1973	1974
Beef and veal–fresh and frozen ..	21	56	103
Poultry–fresh and frozen	77	171	832
Rice–milled	880	1,909	13,628
Corn–unmilled	218	483	10
Dietetic, infant cereal	202	166	102
Nuts–edible, nec[1]	35	236	310
Fruit and vegetable juice	255	364	379
Fruit, nuts–prepared and preserved	179	200	462
Vegetables–dried	73	178	346
Vegetables–prepared and preserved	235	420	230
Sugar, syrup	143	204	214
Oil cakes, meal residue	126	438	723
Prepared animal feed	266	514	293
Sauces and mixed seasonings	97	310	276
Oil–fixed vegetable	314	356	694
Oils and fats–hydrogenated	30	515	236
Miscellaneous food preparations .	1,090	1,300	1,596
Other agricultural products	384	883	876
Total	4,625	8,703	21,310

[1] nec–Not elsewhere classified.

Source: *U.S. Foreign Agricultural Trade Statistical Report*, Calendar 1973 and Calendar 1974, Econ, Res. Serv., U.S. Dept. Agr.

KUWAIT: HIGHLIGHTS ON GEOGRAPHY, POPULATION, AND FINANCIAL POSITION

Item	Unit	Amount
Area		
Total	1,000 sq. mi.	7
Agricultural land	percent of total	8
Agricultural land per capita	acres	0.4
Population–1973		
Total	millions	.828
Growth rate	percent	7.9
Persons per square mile	number	130
Urban	percent	80
Labor force in agriculture	percent	2
Literacy rate	percent of pop.	55
GNP–1972 prices		
Total–1972	mil. U.S. dols.	3,816
Growth rate	percent	7.2
Per capita	U.S. dols.	4,776
Per capita growth rate	percent	.7
Foreign exchange–1974		
Official reserves	mil U.S. dols.	1,397

Sources: *Near East and South Asia: Economic Growth Trends*, U.S. Agency for International Development, 1974.

World Monetary Conditions in Relation to Agricultural Trade, Econ. Res. Serv., U.S. Dept. Agr., May 1975.

World Military Expenditures and Arms Trade, U.S. Arms Control and Disarmament Agency, 1963-73.

Business Customs

Current business and religious holidays should be determined by contacting the Kuwaiti Embassy in Washington.

It must be stressed that in Kuwait, and on the Arabian Peninsula in general, personal presence by American firms and businessmen in critical. American businesses and products are held in high esteem, but this pro-U.S. sentiment needs personal contact to remain viable.

Infrastructure

The Kuwait City (Shuwaikh) port is the major such facility. It handles all commodities except oil, and it is quite modern. The International Airport is served by nine carriers, and the national airline, Kuwait Airways, flies regular routes to west European cities.

Currently, there are 700 miles of surfaced streets, roads, and highways in Kuwait. An excellent road

connects Kuwait City and Ahmadi, the other major population center, so that internal transportation is no problem.

Tariffs and Trade Restrictions

Kuwait follows a liberal trade policy. All agricultural goods enter free of duty. There are no regulations regarding labels, but the importation of pork and pork products requires a special import license. Commercial imports must be to Kuwaiti nationals and firms.

Lebanon

Embassy of Lebanon
2560 28th Street, N.W.
Washington, D.C. 20008
Phone: (202) 332-0300

Consulate General
9 E. 76th Street
New York, N.Y. 10021
Phone: (212) RH 4-7905

Consulate General
1300 Lafayette East
Suite 101
Detroit, Michigan 48207
Phone: (313) 963-0233

U.S. Embassy
Corniche at Rue Ain Mreisseh
Beirut, Lebanon
Phone: 361-800

Agricultural Situation

Weather conditions during 1974 were very favorable permitting good yields on nonirrigated crops. In spite of these output increases, Lebanon's 1974/75 wheat import needs are estimated at 400,000 tons, of which the United States will supply an estimated 150,000 tons.

Future Import Requirements

Lebanon's agricultural sector is an important part of that nation's economy, and has received a great deal of attention from both the Lebanese Government and international organizations. The Ministry of Agriculture's 1975 budget is 69 percent greater than the 1974 budget, and one-third of its appropriation is earmarked for land reclamation and terrace building. The U.N. Development Program provided approximately $2 million for Lebanon in 1974, of which 40 percent was used in agricultural production programs, mainly irrigation projects.

These expenditures for agricultural development mean that Lebanon's imports of wheat and barley from the United States will vary with its own domestic production of these goods. The Lebanese are expected to continue importing soy beans and fats and oils.

The market for processed foods, centered in Beirut, should experience rapid growth due to Lebanon's position as a major service and financial center for the Mideast. Commodities of major importance will be fruit juices, sugar products, canned vegetables and high quality meats, both poultry and beef. The demand for these commodities might be further stimulated by the influx of businessmen staying at recently opened hotels.

Business Customs

The work week is Monday through Friday. Commercial offices are usually open from 8:00 or 8:30 a.m. to 1:00 p.m. and from 3:00 p.m. to 6:00 or 7:00 p.m. During the summer months (June to September) most commercial offices close at 1:00 or 2:00 p.m. Government offices are open 8:00 a.m. to 2:00 p.m. Monday through Friday and 8:00 a.m. to 1:00 p.m. Saturday.

The Lebanese Embassy in Washington can provide current information on holidays.

The Lebanese Government is the sole importer of wheat.

Infrastructure

Beirut and Tripoli are the main ports, the former being the more modern of the two. However, because Beirut is used for transshipments to other Mideast countries it is generally very congested and long delays in unloading are not uncommon. Beirut International Airport is serviced by about 43 international airlines.

The Lebanese Government's policy is to connect Beirut with important cities and villages by good highways in order to promote trade and tourism. In 1974 there were 5,160 miles of highway including 3,800 miles of paved roads. Highway transportation throughout Lebanon is efficient and can be used to transport most commodities.

Three railroad lines with about 250 miles of track serve Lebanon, but these are not adequate to deal with increasing transportation needs. All are currently operated by the Government.

Tariffs and Trade Restrictions

The Lebanese market is protected by 18 percent ad valorem duties on most items except for fruits and vegetable oils, which have 25 percent and 36 percent duties, respectively. Cereals, except for oats and rice, enter free of duty; the latter two carry 8 percent ad valorem duties. Flour imports are subject to a quota

system, and live chicken imports are subject to a license, but none are being issued at this time.

Canned and packaged food must be in containers labeled with the following information:

1. The generic name of each product next to the trade name.
2. The words "artifically colored" if coloring matter has been added.
3. The names of preservatives employed.
4. The name of the animal from which the meat or fat was taken.
5. The date of manufacture.
6. The net weight.

VALUE OF U.S. AGRICULTURAL EXPORTS TO LEBANON, 1972-74

[In 1,000 dollars]

Commodity	1972	1973	1974
Poultry–live	212	196	262
Beef and veal–fresh, frozen	35	204	75
Poultry–fresh, frozen	([1])	25	1,507
Wheat–unmilled	2,539	11,227	15,378
Corn–unmilled	6,859	1,186	16,511
Wheat flour	1,916	3,500	7,561
Vegetables–dried	([1])	12	1,347
Oil cake, meal, residues	4,127	1,271	4,044
Tobacco–unmanufactured	686	82	827
Soybeans	4,067	3,629	11,478
Fats and tallow	1,413	1,431	2,314
Oil–soybean	904	773	1,046
Miscellaneous food preparations	875	1,290	1,199
Oil–fixed vegetable	338	500	234
Other agricultural products	3,286	4,434	6,475
Total	27,257	29,760	70,348

[1] Not available.

Source: *U.S. Foreign Agricultural Trade Statistical Report*, Calendar 1973 and Calendar 1974, Econ. Res. Serv., U.S. Dept. Agr.

LEBANON: HIGHLIGHTS ON GEOGRAPHY, POPULATION, AND FINANCIAL POSITION

Item	Unit	Amount
Area		
Total	1,000 sq. mi.	4
Agricultural land	percent of total	31
Agricultural land per capita	acres	0.2
Population–1973		
Total	million	3.1
Growth per square mile	percent	3.0
Persons per square mile	number	810
Urban	percent	43
Labor force in agriculture	percent	19
Literacy rate	percent of pop.	86
GNP–1972 prices		
Total–1972	mil. U.S. dols.	2,075
Growth rate	percent	3.3
Per capita	U.S. dols.	700
Per capita growth rate	percent	.3
Foreign exchange–1974		
Official reserves	mil. U.S. dols.	1,674

Sources: *Near East and South Asia: Economic Growth Trends*, U.S. Agency for International Development, 1974.

World Monetary Conditions in Relation to Agricultural Trade, Econ. Res. Serv., U.S. Dept. Agr., May 1975.

World Military Expenditures and Arms Trade, U.S. Arms Control and Disarmament Agency, 1963-73.

Saudi Arabia

Embassy of Saudi Arabia
1520 18th Street, N.W.
Washington, D.C. 20036
Phone: (202) 483-2100

Consulate General
633 Third Avenue
New York, N.Y. 10017
Phone: (212) 371-0480

U.S. Embassy
Palestine Road
Ruwais, Jidda, Saudi Arabia
Phone: 53410; 54110, 52188

Downtown Commercial Office
Jidda Palace Hotel
Phone: 24226, 32949

Consulate General
Dhahran, Saudi Arabia
Phone: 43200

Agricultural Situation

Surprisingly, agriculture is an important sector in the Saudi economy. Although it accounts for less than 6 percent of the GNP (1973 figures), it provides a livelihood for about half of the population.

Despite a marked shift from wheat to vegetables in the irrigated areas of central Saudi Arabia, wheat production increased from 88,000 tons in 1973 to about 120,000 in 1974. Two other traditional Saudi crops, watermelon and dates, also experienced output increases in 1974. New poultry enterprises now produce about 8 million frozen chickens and about 70 percent of the market supply of eggs annually.

Future Import Requirements

In the current development plan, the Government proposes investments to make the agricultural sector more efficient and more productive. Specifically, the Saudis wish to increase the yields of wheat, vegetables, and alfalfa through increased fertilizer and water use and the introduction of new varieties of seeds. They also propose an 8 percent annual increase in meat production.

In spite of these developments, Saudi Arabia is expected to import large quantities of coarse grains, approximately 1 million metric tons by 1980, and probably 500,000 tons of rice by that time. Three new flour mills now under construction will add to the demand for imported wheat. The heavily subsidized dairy and beef cattle program will necessitate the import of large numbers of sheep and cattle by the end of this decade, as well as fortified feedstuffs and additional feedgrains.

The influx of Saudis into the major cities and the growing income of city dwellers presage rapidly increasing demand for processed foods in Jidda, Riyadh, and Mecca. The development of American type supermarkets should enhance this demand growth. Processed foods that might be sought include fruit juices, bakery products, frozen beef and poultry, and tomato and meat sauces.

Business Customs

Businesses and shops open at 8:30 a.m. and close at 1:30 p.m. for lunch; they are reopened from 4:30 p.m. to 8:00 p.m. Government offices operate 8:00 a.m. to 2:00 p.m.

Infrastructure

The major ports are Damman on the Arabian (Persian) Gulf and Jidda on the Red Sea, both of which have been recently modernized. Although some mechanization is now being used, container shipments cannot be lifted. Grain storage facilities are limited for both cereals and feedstuffs. Thus, grains and cereals must be imported in sacks. The Ministry of Commerce and Industry has issued contracts for the construction of a large number of silos, and the grain storage situation should improve in the near future. The waiting period at the ports is currently about 5 days. Three airfields serve international carriers; Jidda, Riyadh, and Dhahran, and two new airports are now under construction, one at Riyadh and the other at Jidda. Because of the recognized need for better transportation, the Saudi Arabian national airline is investing heavily in wide-body jet air carriers.

Internal transportation in Saudi Arabia is rapidly improving but still rudimentary. There is a single railroad of 350 miles connecting Riyadh and Damman on the Arabian Gulf. Of the 14,000 miles of roadway, 4,800 miles are hard surfaced. Because of these limitations the best mode of internal transportation is by air.

Tariffs and Trade Restrictions

All agricultural goods have free entry except for poultry meat on which there is a 10 percent ad valorem duty to protect the local poultry market.

VALUE OF U.S. AGRICULTURAL EXPORTS TO SAUDI ARABIA, 1972-74

[In 1,000 dollars]

Commodity	1972	1973	1974
Poultry and offals–fresh, frozen	202	518	441
Wheat–unmilled	0	3,916	0
Rice–milled	16,279	31,965	55,028
Wheat flour	9,101	14,835	36,647
Fruit and vegetable juice	522	816	1,300
Vegetables–prepared, and preserved	174	315	565
Prepared animal feeds, nec[1]	523	2,375	3,340
Sauces and mixed seasoning	440	735	657
Oil–soybean	([2])	95	822
Oil–fixed vegetable	523	933	2,389
Miscellaneous food preparations	1,166	3,448	1,538
Other agricultural products	3,884	5,594	7,301
Total	32,814	65,545	110,028

[1] nec–Not elsewhere classified.
[2] Not available.

Source: *U.S. Foreign Agricultural Trade Statistical Report*, Calendar 1973 and Calendar 1974, Econ. Res. Serv., U.S. Dept. Agr.

SAUDI ARABIA: HIGHLIGHTS ON GEOGRAPHY, POPULATION, AND FINANCIAL POSITION

Item	Unit	Amount
Area		
Total	1,000 sq. mi.	830
Agricultural land	percent of total	40
Agricultural land per capita (mostly pasture)	acres	36
Population–1973		
Total	millions	5.9
Growth rate	percent	2.7
Persons per square mile	number	10
Urban	percent	25
Labor force in agriculture	percent	60
Literacy rate	percent of pop.	15
GNP–1972 prices		
Total–1972	mil. U.S. dols.	4,439
Growth rate	percent	9.4
Per capita	U.S. dols.	778
Per capita growth rate	percent	6.5
Foreign exchange–1974		
Official reserves	mil. U.S. dols.	14,285

Sources: *Near East and South Asia: Economic Growth Trends*, U.S. Agency for International Development, 1974.

World Monetary Conditions in Relation to Agricultural Trade, Econ. Res. Serv., U.S. Dept. Agr., May 1975.

World Military Expenditures and Arms Trade, U.S. Arms Control and Disarmament Agency, 1963-73.

Manufactured and processed foods must meet the following standards:

1. The name of the packaged food (noted as to whether or not it is artificial), net contents, and list of ingredients must be printed in Arabic on the package. (Importers assert that this will not be enforced until 1976.)
2. Products containing additives must be properly labeled. For example, if a fruit juice is diluted with water, it must be labelled as a "fruit drink."
3. Islamic law forbids the consumption of any pork products. Therefore, any food containing a product which might be construed as being a derivative of pork (e.g. gelatin) must be labeled for true identity (e.g. beef gelatin). Failure to do so will prevent entry.
4. All poultry shipped to Saudi Arabia must be certified to have been slaughtered in conformance with Moslem law.
5. Any alcoholic beverage, including wine, or any product related to alcoholic beverage (e.g. wine vinegar) or any beverage containing alcohol (e.g. vanilla extract) is denied entry.

Syria

Embassy of Syrian Arab Republic
Watergate 600, Rm. 1120
600 New Hampshire Ave., N.W.
Washington, D.C. 20037
Phone: (202) 965-2005

U.S. Embassy
Rue al-Mansour, No. 2
Damascus, Syria
Phone: 332814

Agricultural Situation

Syria is essentially an agrarian country, with two-thirds of the population dependent on agriculture for their primary or secondary means of livelihood. Reasonable rainfall in 1973/74 resulted in a normal 1-million-metric-ton wheat harvest in 1974, and this production should be equaled in 1975. Barley production for 1974 was 500,000 metric tons, a level also expected for 1975.

About 86 percent of the cotton fields are irrigated. Cotton production declined from 156,000 tons in 1973 to about 142,000 in 1974 because of a shift to more profitable crops (vegetables) and problems in distributing irrigation water.

Future Import Requirements

The World Bank loaned Syria $73 million in March 1974 for developing the Balikh basin with irrigation water from the Euphrates Dam. This project could double the amount of land now under irrigation and would allow Syria to revitalize its agricultural sector after mediocre years in 1973 and 1974. Part of the newly irrigated land will be dedicated to growing cotton, another section will be used for wheat, and a small part will go to forage. Despite this project, sales of wheat, rice, feedgrains, soybean products, and tobacco are anticipated. New textile facilities could mean smaller cotton exports from Syria.

The Syrian Ministry of Agriculture has construction plans for 10 large state poultry farms that will produce 195 million eggs and 22 million broilers annually. Such production could double Syrian egg output by the end of 1977, but to reach this goal Syria will have to increase its imports of poultry feeds. Syria is also interested in purchasing dairy breeding cattle.

The small population of Syria and the still limited per capita GNP both hinder Syria's potential as a market for processed foods.

Business Customs

Between 70 and 80 percent of Syria's importing is done by the Government. The trading organization for agricultural commodities is:

TAFCO – Foreign Trade Organization for Chemicals and Foodstuffs
P.O. Box No. 893
Damascus, Syrian Arab Republic

Responsibilities: Canned fish, baby food, raw hides and skins, raw sugar, prepared and preserved foods, and rice.

TAFCO maintains a list of world suppliers for each of the items in which it deals. American companies interested in trading with this organization are required to get their names appropriately registered and to furnish product specifications and conditions of sale. When TAFCO wants to import a particular commodity, it contacts the relevant world suppliers to get current price quotations and information on delivery schedules. In the final grant of tenders, price competitiveness, the integrity of the supplier, and preferences dictated by payments agreements with other countries are all relevant.

Other agricultural goods are imported by:

MONOTAB – Syrian Tobacco Monopoly
P.O. Box No. 616
Damascus, Syrian Arab Republic

Responsibility: Tobacco leaf

ALBAN – Syrian Arab Co., Dairy and Products
P.O. Box No. 182
Damascus, Syrian Arab Republic

Responsibilities: Milk powder and dairy products

Public Organization for Cereals and Milling
Youssef Azmeh Square
Damascus, Syrian Arab Republic

Responsibilities: Wheat, flour, peas, and lentils

General Organization for Fodder
Port Said Street 87
P.O. Box 4597
Damascus, Syrian Arab Republic

Responsibilities: Soybeans, soybean meal, corn, and feed ingredients

For information on other products, contact:

Ministry of Economy and Foreign Trade
Foreign Trade Department/General Director
Damascus, Syrian Arab Republic

Private importers may import goods that are outside the purview of a government trading organization, but they must get a license from the Ministry of Economy and Foreign Trade in Damascus. The Syrian Government has eased licensing restrictions, and now licenses are freely given when imports are financed abroad by suppliers' credits of at least 1 year. Licenses are normally valid for 6 months, but a 3-month extension will be granted if the goods have already been dispatched and extension is sought before the expiration date of the license.

Businesses and Government offices are closed on religious and secular holidays. Secular holidays include National Unity Day (February 22), Independence Day (April 12), and Labor Day (May 1). When a legal holiday falls on a Friday, the following day becomes a holiday.

Infrastructure

Syria's Mediterranean coast provides several natural harbors. The principal port is Latakia which was recently enlarged and modernized with the addition of several grain elevators. Tartus, farther south, has been developed in recent years to handle general cargo.

A new international airport was recently opened at Damascus. The national air carrier, Syrian Arab Airlines, serves the nation's major cities and operates extensively abroad.

Syria's internal transportation system is concentrated in the western part of the country and runs generally in

VALUE OF U.S. AGRICULTURAL EXPORTS TO SYRIA, 1972-74

[In 1,000 dollars]

Commodity	1972	1973	1974
Wheat, unmilled	3,102	0	0
Tobacco, unmilled	652	1,319	6,980
Rice, milled	5	50	0
Fats and oils–animal	9	14	13
Seeds for planting	113	77	218
Milk and cream–dried	0	14	0
Food preparations, nec[1]	34	85	62
Hides and skins	0	19	0
Dietetic, infant cereal	148	15	2
Other agricultural products	25	49	130
Total	4,088	1,642	7,405

[1] nec – Not elsewhere classified.

Source: *U.S. Foreign Agricultural Trade Statistical Report*, Calendar 1973 and Calendar 1974, Econ. Res. Serv., U.S. Dept. Agr.

SYRIA: HIGHLIGHTS ON GEOGRAPHY, POPULATION, AND FINANCIAL POSITION

Item	Unit	Amount
Area		
Total	1,000 sq. mi.	71
Agricultural land	percent of total	61
Agricultural land per capita	acres	4.1
Population–1973		
Total	millions	6.9
Growth rate	percent	3.3
Persons per square mile	number	100
Urban	percent	44
Labor force in agriculture	percent	56
Literacy rate	percent of pop.	31
GNP–1972 dollars		
Total–1972	mil. U.S. dols.	2,035
Growth rate	percent	6.3
Per capita	U.S. dols.	304
Per capita growth rate	percent	2.9
Foreign exchange–1974		
Official reserves	mil. U.S. dols.	835

Sources: *Near East and South Asia: Economic Growth Trends*, U.S. Agency for International Development, 1974.

International Financial Statistics, International Monetary Fund, April 1975.

a north-south direction. The 4,300 miles of asphalt-covered roads are the most important means of transport. The Government owns and operates the 476 miles of railroad track. This rail network is actively being expanded with a line under construction from the port city of Latakia to Aleppo in the northwest, and then to Kamishli, the most eastern region near the Iraqi border.

Tariffs and Trade Restrictions

Imports are divided into three categories:

1. *Prohibited imports*– mostly goods produced domestically;
2. *Suspended imports* – goods temporarily not permitted for balance of payments or other protective reasons;
3. *Other imports* – goods allowed in with authorization from the Ministry of Economy and Foreign Trade

Occasionally the Government may enact a foreign exchange budget in order to preserve foreign exchange holdings. Such a budget sets quota limitations for a large number of imports, and both state organizations and the private sector must function within these guidelines.

Since the end of 1970 there has been considerable liberalization of import rules, though the basic framework remains the same. Several food items, such as wheat, barley, oats, meat, preserved food, and edible fats and oils, have been struck from the prohibited or suspended lists.

Bahrain

Consulate of the State of Bahrain
Permanent Mission to the United Nations
605 Third Avenue
New York, N.Y. 10016
Phone: (212) 751-8805

U.S. Embassy
P.O. Box 401
Manama, Bahrain
Phone: 8331

Agricultural Situation

About 9 percent of the land area in Bahrain is used for agriculture, the bulk of which is sandy, rocky, and saline, with very little water for irrigation. Therefore, agricultural production is limited. The most important crops grown in Bahrain are vegetables and tropical fruits, with some eggs and other poultry products supplied locally. In the area of livestock and meat, Bahrain must import almost all of its needs.

Future Import Requirements

Because of the natural limitations on agricultural production, Bahrain will continue to import a large range of agricultural commodities. Traditional import items are rice, beverage bases, and feed for the small poultry industry. The high standard of living and the concentration of population in the cities of Manama and Muharraq indicate that Bahrain is a suitable market for processed foods. Canned fruit juices, frozen beef, poultry and egg products, tomato sauces, dried milk, and bakery goods will be in great demand.

Business Customs

Commercial establishments are open from 8:00 a.m. to 1:00 p.m. and 2:00 p.m. to 4:30 p.m. in the winter, and from 8:00 a.m. to 1:30 p.m. in the summer. The work week is from Saturday through Thursday. In addition to Moslem religious holidays, National Day on December 16 is a business holiday.

Infrastructure

Bahrain is easily accessible to all forms of transportation. The completion of the deep-water port at Mina Sulman provides warehouses for transshipment and storage, and berths for six oceangoing vessels. However, container shipments still cannot be lifted. Bahrain International Airport can accommodate the largest jets.

Internal transportation is by road. The larger islands in the archipelago are connected by causeways.

Tariffs and Trade Restrictions

Import duties are 5 percent ad valorem on food and 7.5 percent on cooking oils. No restrictions are imposed on the importation of pork products, and there are no regulations regarding labels.

VALUE OF U.S. AGRICULTURAL EXPORTS TO BAHRAIN, 1972-74

[In 1,000 dollars]

Commodity	1972	1973	1974
Beef and veal—fresh and frozen	20	109	15
Poultry—fresh and frozen	62	74	138
Wheat—unmilled	(1)	0	466
Rice—in husk or husked	20	39	0
Rice—milled	11	142	537
Fruit and vegetables juice	191	243	356
Vegetables—prepared and preserved	24	51	116
Dietetic, infant cereal	42	23	57
Prepared animals feeds	58	73	219
Sauces and mixed seasonings	11	62	80
Fats and tallows	(1)	0	278
Oil—fixed vegetable	25	26	130
Sugar, syrup	58	65	69
Miscellaneous food preparations	267	442	466
Other agricultural products	329	519	774
Total	1,118	1,868	3,701

[1] Not available.

Source: *U.S. Foreign Agricultural Trade Statistical Report,* Calendar 1973 and Calendar 1974, Econ. Res. Serv., U.S. Dept. Agr.

BAHRAIN: HIGHLIGHTS ON GEOGRAPHY, POPULATION, AND FINANCIAL POSITION

Item	Unit	Amount
Area		
Total	1,000 sq. mi.	.26
Agricultural land	percent of total	9
Agricultural land per capita	acres	65
Population—1973		
Total	millions	.231
Growth rate	percent	3.1
Persons per square mile	number	.89
Urban	percent	(1)
Labor force in agriculture	percent	7
Literacy rate	percent of pop.	(1)
GNP—1972 dollars		
Total—1972	mil. U.S. dols.	188.8
Growth rate	percent	(1)
Per capita	U.S. dols.	874
Per capita growth rate	percent	(1)
Foreign exchange—1974		
Official reserves (Sept. 1974)	mil. U.S. dols.	161.5

[1] Not available.

Sources: *Bahrain—Recent Economic Developments,* International Monetary Fund, February 14, 1975, SM/75/27.

World Military Expenditures and Arms Trade, U.S. Arms Control and Disarmament Agency, 1963-73.

Oman

Embassy of the Sultanate of Oman
2342 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Phone: (202) 387-1980

U.S. Embassy
P.O. Box 966
Muscat, Oman
Phone: Muscat 2021
Muscat 301

Agricultural Situation

A large percentage of the Omani population is employed in the agriculture sector. New irrigation projects helped boost the output of sorghum and millet to over 40,000 tons in 1974, and nearly 3,000 tons of wheat were harvested. Tomato and vegetable production were 25,000 and 7,000 tons, respectively in 1974.

Future Import Requirements

Omani imports will continue to be dominated by rice, mainly the parboiled long-grain variety. However, a

sudden increase in the demand for processed foods is anticipated as new supermarkets and international hotels open. The growing number of foreign technicians in Oman could provide a stable market for meat products, canned vegetables, and other processed foods.

Infrastructure

International airline service is available at Bait and Falaj near Mutrah. Most goods are imported by sea, passing through Muscat.

Tariffs and Trade Restrictions

Tariffs on agricultural commodities are not restrictive.

VALUE OF U.S. AGRICULTURAL EXPORTS TO OMAN, 1972-74

[In 1,000 dollars]

Commodity	1972	1973	1974
Rice–milled	1	1,290	29
Corn–unmilled	(1)	6	3
Wheat flour	(1)	0	8
Fruit and nuts–prepared and preserved	0	10	14
Dietetic, infant cereal	7	1	4
Vegetables (leguminous)–dried	1	11	5
Prepared animal feeds	(1)	0	38
Seeds for planting	4	5	12
Oil–fixed vegetable	(1)	1	10
Miscellaneous food preparations	(1)	7	110
Other agricultural products	6	20	79
Total	19	1,351	312

[1] Not available.

Source: *U.S. Foreign Agricultural Trade Statistical Report*, Calendar 1973 and Calendar 1974, Econ. Res. Serv., U.S. Dept. Agr.

OMAN: HIGHLIGHTS ON GEOGRAPHY, POPULATION, AND FINANCIAL POSITION

Item	Unit	Amount
Area		
Total	1,000 sq. mi.	100
Agricultural land	percent of total	20
Agricultural land per capita	acres	17.8

OMAN: HIGHLIGHTS ON GEOGRAPHY, POPULATION, AND FINANCIAL POSITION–Continued

Item	Unit	Amount
Population–1973		
Total	millions	721
Growth rate	percent	3.0
Person per square mile	number	7.2
Urban	percent	5
Labor force in agriculture	percent	73
Literacy rate	percent of pop.	5
GNP–1972 prices		
Total–1972	mil. U.S. dols.	331
Growth rate	percent	22
Per capita	U.S. dols.	473
Per capita growth rate	percent	18.4
Foreign exchange–1971		
Official reserves	mil. U.S. dols.	243

Sources: *Background Notes: Oman*, U.S. Department of State, 1973.

World Military Expenditures and Arms Trade, U.S. Arms Control and Disarmament Agency, 1963-73.

Qatar

Embassy of Qatar
2721 Connecticut Avenue, N.W.
Washington, D.C. 20008
Phone: (202) 332-2300

U.S. Embassy
Farig Bin Omran
P.O. Box 2399
Doha, Qatar
Phone: 87701, 87702, 87703

Agricultural Situation

Qatar has some of the world's poorest soil for growing fruits and vegetables. With Government initiative, vegetable production increased from 1,708 tons in 1960 to 21,500 tons in 1971. However, since 1971, both area planted to vegetables and output have declined because laborers are finding higher paying jobs in industry and commerce.

Future Import Requirements

U.S. rice sales should continue to be substantial and there could be increases in consumer goods sales. Consumer products with potential for growth are frozen

meats, frozen poultry products, dried milk, canned fruits and vegetables, meat sauces, honey, and popcorn.

Business Customs

Commercial hours are Saturday through Thursday, 8:00 a.m. to 12:30 p.m. and 4:00 p.m. to 6:30 p.m.

Infrastructure

Doha International Airport accommodates jumbo jets and is served by several international airlines. A major port improvement project was undertaken in 1967, which included dredging of a deep-water channel at Doha port and deep-water berths for four or five ships. The project was completed in 1969, and gives Qatar direct transportation links with the rest of the world.

Internal transportation is by road. Roads linking Doha to other major cities are paved and a road linking Qatar to Saudi Arabia was recently completed.

Tariffs and Trade Restrictions

A uniform 2.5 percent ad valorem duty applies to nearly all imported goods, and all goods, except for alcoholic beverages, may be imported without specific licensing or exchange controls. However, importation is limited to Qatari nationals or firms, making local contacts essential for successful trading.

VALUE OF U.S. AGRICULTURAL EXPORTS TO QATAR, 1972-74

[In 1,000 dollars]

Commodity	1972	1973	1974
Poultry and offals—fresh and frozen	(2)	8	44
Milk and cream—dried	(2)	2	10
Rice—milled	(2)	17	1,037
Wheat flour	(2)	8	10
Dietetic, infant cereal	(2)	8	18
Fruit and nuts—prepared and preserved	(2)	18	20
Sugar, syrup	(2)	33	40
Sauces and mixed seasonings	(2)	27	30
Miscellaneous food preparations, nec[1]	(2)	166	204
Non-alcoholic beverages	(2)	0	29
Oil—fixed vegetable	(2)	9	31
Other agricultural products	(2)	94	126
Total	(2)	390	1,599

[1] nec—Not elsewhere classified.
[2] Not available.

Source: *U.S. Foreign Agricultural Trade Statistical Report,* Calendar 1973 and Calendar 1974, Econ. Res. Serv., U.S. Dept. Agr.

QATAR: HIGHLIGHTS ON GEOGRAPHY, POPULATION, AND FINANCIAL POSITION

Item	Unit	Amount
Area		
Total	1,000 sq. mi.	6
Agricultural land	percent of total	(1)
Agricultural land per capita	acres	(1)
Population—1973		
Total	millions	.086
Growth rate	percent	2.4
Persons per square mile	number	14
Urban	percent	(1)
Labor force in agriculture	percent	(1)
Literacy rate	percent of pop.	20
GNP—1972 prices		
Total—1972	mil. U.S. dols.	380
Growth rate	percent	(1)
Per capita	U.S. dols.	4,525
Per capita growth rate	percent	(1)
Foreign exchange—1972		
Official reserves	mil. U.S. dols.	295

[1] Not available.

Sources: *Background Notes: State of Qatar,* U.S. Department of State, 1973.

World Military Expenditures and Arms Trade, U.S. Arms Control and Disarmament Agency, 1963-73.

United Arab Emirates

Embassy of the United Arab Emirates
600 New Hampshire Avenue, N.W.
Suite 740
Washington, D.C. 20036
Phone: (202) 338-6500

U.S. Embassy
Box 2203
Arabian Gulf
Abu Dhabi, U.A.E.
Phone: 61534

Agricultural Situation

The United Arab Emirates (U.A.E.) has a relative paucity of natural resources other than oil; however, an effort has been made to make the U.A.E. self-sufficient in some products. A new date orchard of about 20,000 hectares has been planted in Ras al-Kharmih, and dates

are also grown along the coast of Fujairah, one of the smaller Emirates. The Government has also financed expansion in the irrigated area around the Buraimi Oasis at al-Ain a greenhouse project for growing vegetables at Sadikgah Island.

Estimates for crop production in 1974 include 75,000 tons of vegetables, 22,000 tons of dates, and 30,000 tons of sorghum and millet. Most of the tomatoes, cucumbers, lettuce, and eggplant sold in the U.A.E. are produced locally.

Future Import Requirements

As with the other Arabian Peninsula states, the U.A.E. must import nearly all of its food requirements, except for dates and vegetables. Rice and cooking oil imports should continue to be significant. Abu Dhabi's plans to build a flour mill, suggesting that wheat imports will eventually replace flour imports, and the construction of a soft drink factory will require the import of beverage syrups.

The consumer goods market is highly sophisticated, particularly in Abu Dhabi and Dubai. Frozen red meats, frozen poultry products, canned fruits and juices, dried milk, bakery products, and other processed foods are readily accepted from U.S. suppliers. Expansion of modern grocery marketing facilities might enhance the already existing demand for consumer goods.

VALUE OF U.S. AGRICULTURAL EXPORTS TO THE UNITED ARAB EMIRATES, 1972-74

[In 1,000 dollars]

Commodity	1972	1973	1974
Beef and veal–fresh and frozen	3	62	65
Poultry and offals–fresh and frozen	41	58	98
Milk and cream–dried	19	4	85
Rice–milled	30	1,143	465
Wheat flour	53	388	1,104
Bakery products	17	25	84
Fruit and vegetable juices	69	122	394
Vegetables–prepared and preserved (excl. dried and frozen)	52	108	301
Sauces and mixed seasonings	26	77	161
Miscellaneous food preparations, nec[1]	207	314	546
Vegetable saps and extracts	18	345	636
Oil–fixed vegetable	49	70	302
Other agricultural products	300	782	1,479
Total	917	3,576	6,051

[1] nec–Not elsewhere classified.

Source: *U.S. Foreign Agricultural Trade Statistical Report*, Calendar 1973 and Calendar 1974, Econ. Res. Serv., U.S. Dept. Agr.

UNITED ARAB EMIRATES: HIGHLIGHTS ON GEOGRAPHY, POPULATION, AND FINANCIAL POSITION

Item	Unit	Amount
Area		
Total	1,000 sq. mi.	30
Agricultural land	percent of total	(1)
Agricultural land per capita	acres	(1)
Population–1973		
Total	millions	.211
Growth rate	percent	3.4
Persons per square mile	number	7
Urban	percent	(1)
Labor force in agriculture	percent	15
Literacy rate	percent of pop.	(1)
GNP–1972 dollars		
Total–1973	mil. U.S. dols.	1,305
Growth rate	percent	35.9
Per capita	U.S. dols.	6,189
Per capita growth rate	percent	31.4
Foreign exchange–1972		
Official reserves	mil. U.S. dols.	403.6

[1] Not available.

Sources: *United Arab Emirates–Recent Economic Developments*, International Monetary Fund, February 12, 1974, SM/74/27.

World Military Expenditures and Arms Trade, U.S. Arms Control and Disarmament Agency, 1963-73.

Business Customs

Shops open Saturday through Thursday, 8:00 a.m. to 1:30 p.m. and 4:00 p.m. to 8:00 p.m.; commercial offices open 8:00 a.m. to 1:00 p.m. and 2:00 p.m. to 4:30 p.m. U.A.E. National Day, a business holiday, is celebrated on December 2. Traditional Moslem holidays are also celebrated.

Personal contact is a must in the U.A.E. due to the import privileges accorded local merchants.

Infrastructure

Abu Dhabi, Dubai, and Sharjah all have international airports serviced by flights from London. Dubai, with a modern deep-water port, is the main commercial center and the principal entrepot for the region.

The truck is the best mode of cargo delivery within and among the cities.

Tariffs and Trade Restrictions

Trade controls are limited to prohibitions of pork and alcohol for religious reasons. Import licenses and exchange permits are not required, and food goods enter under a nonrestrictive trade policy.

Yemen Arab Republic

Embassy of the Yemen Arab Republic
600 New Hampshire Avenue, N.W.
Suite 860
Washington, D.C. 20036
Phone: (202) 965-4760

Consulate of the Yemen Arab Republic
211 E. 43rd Street, Suite 2402
New York, N.Y. 10017
Phone: (212) 986-0990

U.S. Embassy
P.O. Box 1088
San'a, Yemen Arab Republic
Phone: 2790 or 5826

Agricultural Situation

Drought conditions in 1974 reduced output of most grains, especially wheat, sorghum, and millet. Wheat output fell below 50,000 metric tons, while that of sorghum and millet was below 650,000 in 1974, compared to about 1 million tons in 1973.

Fruit and vegetable production have both expanded at a rapid rate, with vegetable production in 1974 almost double the 100,000 tons harvested in 1970. Cotton production increased from 1,919 tons in 1969/70 to an estimated 20,000 tons in 1974/75.

Because of its relatively mild climate and fertile land, Yemen's agriculture is expected to remain a viable component of that nation's economy.

Future Import Requirements

The Yemen Arab Republic (Y.A.R.) has markedly increased wheat and rice imports in recent years, and these two commodities will probably continue to dominate U.S. shipments to that country. Oilseed—oil, dairy products, and vegetable seeds—are also likely agricultural exports to Yemen.

Imports of processed food are expected to rise as more technicians move to Yemen. However, the current low level of urbanization, weakness of the internal transportation system, and low per capita income in the country as a whole indicate that the Y.A.R. cannot yet be considered a market for consumer-ready products.

VALUE OF U.S. AGRICULTURAL EXPORTS TO THE YEMEN ARAB REPUBLIC, 1972-74

[In 1,000 dollars]

Commodity	1972	1973	1974
Wheat—unmilled	0	4,941	3,028
Rice—milled	448	118	2,340
Dietetic and infant cereal	2	271	234
Vegetables—prepared and preserved	(2)	0	43
Miscellaneous food preparations, nec[1]	35	45	11
Oil—soybean	0	216	502
Tobacco—unmanufactured	714	0	0
Other agricultural products	75	26	25
Total	1,274	5,617	6,183

[1] nec—Not elsewhere classified.
[2] Not available.

Source: *U.S. Foreign Agricultural Trade Statistical Report*, Calendar 1973 and Calendar 1974, Econ. Res. Serv., U.S. Dept. Agr.

YEMEN ARAB REPUBLIC (SAN'A): HIGHLIGHTS ON GEOGRAPHY, POPULATION, AND FINANCIAL POSITION

Item	Unit	Amount
Area		
Total	1,000 sq. mi.	75
Agriculture land	percent of total	42
Agricultural land per capita	acres	3.2
Population—1973		
Total	million	6.1
Growth rate	percent	3.1
Persons per square mile	number	80
Urban	percent	6
Labor force in agriculture	percent	73
Literacy rate	percent of pop.	10
GNP—1972 prices		
Total—1972	mil. U.S. dols.	480
Growth rate	percent	-6.3
Per capita	U.S. dols.	79
Per capita growth rate	percent	-8.8
Foreign exchange—1974		
Official reserves	mil. U.S. dols.	(1)

[1] Not available.

Sources: *Near East and South Asia: Economic Growth Trends*, U.S. Agency for International Development, 1974.

World Military Expenditures and Arms Trade, U.S. Arms Control and Disarmament Agency, 1963-73.

Plans are being made for construction of commercial cattle feedlots in Yemen using Saudi Arabian investment capital. When these commercial cattle and sheep feedlots become more important, imports of corn and prepared feeds are likely.

Business Customs

The business week in the Y.A.R., as in other Moslem nations, is Saturday through Thursday, 8:30 a.m. to 1:30 p.m. and from 4:30 p.m. to 8:00 p.m. In addition to Moslem holidays, businesses are closed for Revolution Day (September 25-27) and National Day (November 5).

Infrastructure

Hodeida on the Red Sea is the main port but the port at Mocha is currently being improved. There is an international airport at San'a, the capital.

Lack of internal transportation has been one of the major handicaps in the development of Yemen. Presently, there are only 1,000 miles of roads but no railroads. Approximately 280 miles of the roadways are paved and the remainder are gravel roads impassable during the rainy season. Recently, the Y.A.R. constructed a road from San'a to Hodeida, a distance of 350 miles, and the United States constructed a 240-mile road from Mocha to San'a.

Tariffs and Trade Regulations

Since the Government does most of the importing, tariffs are not a limitation on trade.

APPENDIX A—Tables

TABLE 1.—PRODUCTION OF PRINCIPAL AGRICULTURAL PRODUCTS BY COUNTRY, 1974

[In 1,000 metric tons]

Country	Wheat	Barley	Corn	Rice paddy	Grapes	Citrus fruit	Dates	Cotton	Cotton-seed	Tobacco	Sugar beets	Milk	Meat
Algeria	850	[1]	5	3	[1]	414	[1]	--	--	6	[1]	[1]	[1]
Egypt	1,750	[1]	2,750	2,500	[1]	1,020	[1]	450	815	--	[1]	[1]	[1]
Iran	3,700	800	16	1,077	275	[2] 63	310	210	336	11	4,520	1,910	420
Iraq	1,800	800	6	200	[1]	[1]	330	14	29	10	32	1,350	140
Jordan	267	84	1	--	93	123	--	--	--	1	--	45	10
Lebanon	75	8	2	--	105	306	--	--	--	10	80	92	40
Syria	1,050	500	10	1	200	9	--	146	232	9	130	240	110

- -Negligible or none.
[1] Not available.
[2] Oranges and tangerines only.

Source: *The Agricultural Situation in Africa and West Asia*, Econ. Rev. Serv., U.S. Dept. Agr., May 1975.

TABLE 2.—MIDDLE EASTERN COUNTRIES: GNP AND POPULATION PROJECTIONS, 1976-80

Country	1976	1977	1978	1979	1980
Algeria					
GNP—billion US$[1]	12.5	14.1	15.2	16.5	18.0
GNP/Capita—US$[1]	720	810	850	890	940
POPULATION—Thousands	17,361	17,407	17,882	18,539	19,149
Egypt					
GNP—Billion US$[1]	9.9	10.5	11.3	12.1	12.9
GNP/Capita—US$[1]	260	270	280	300	310
POPULATION—Thousands	38,024	38,860	39,715	40,589	41,482
Iran					
GNP—Billion US$[1]	51.5	58.7	66.8	75.2	84.7
GNP/Capita—US$[1]	1,510	1,670	1,840	2,020	2,200
POPULATION—Thousands	34,172	35,197	36,253	37,341	38,461
Iraq					
GNP—Billion US$[1]	14.9	17.8	21.0	25.2	30.0
GNP/Capita—US$[1]	1,240	1,430	1,630	1,880	2,160
POPULATION—Thousands	12,001	12,450	12,917	13,404	13,910
Jordan					
GNP—Billion US$[1]	1.1	1.2	1.2	1.3	1.4
GNP/Capita—US$[1]	390	410	420	440	470
POPULATION—Thousands	2,744	2,829	2,917	3,007	3,100
Kuwait					
GNP—Billion US$[1]	12.9	14.2	15.8	17.5	19.5
GNP/Capita—US$[1]	10,910	11,040	11,320	11,520	11,890
POPULATION—Thousands	1,182	1,288	1,399	1,516	1,638
Lebanon					
GNP—Billion US$[1]	2.9	3.1	3.3	3.5	3.7
GNP/Capita—US$[1]	870	900	920	940	970
POPULATION—Thousands	3,349	3,453	3,560	3,670	3,784
Saudi Arabia					
GNP—Billion US$[1]	35.8	41.7	48.6	56.6	65.8
GNP/Capita—US$[1]	5,575	6,261	7,023	7,883	8,832
POPULATION—Thousands	6,420	6,660	6,920	7,180	7,450
Syria					
GNP—Billion US$[1]	3.5	3.9	4.3	4.7	5.2
GNP/Capita—US$[1]	460	490	520	560	590
POPULATION—Thousands	7,592	7,866	8,155	8,459	8,778

[1] 1973 U.S. dollars.

TABLE 3.–TOTAL U.S. EXPORTS TO MIDEAST, FISCAL 1973-75

[In 1,000 dollars]

Country	1973	1974	1975	Percent change (1973-75)
Algeria	35,325	148,102	165,279	+ 368
Egypt	83,340	263,932	387,786	+ 365
Iran	79,650	183,260	757,230	+ 851
Iraq	2,593	68,269	124,118	+ 4,687
Jordan	12,598	13,853	19,031	+ 51
Kuwait	6,225	8,714	22,058	+ 254
Lebanon	25,003	57,067	64,055	+ 156
Saudi Arabia	35,799	91,671	123,562	+ 245
Syria	1,180	1,818	39,201	+ 3,222
Bahrain	1,254	3,187	2,941	+ 134
Oman	44	1,485	715	+ 1,525
Qatar	250	1,562	878	+ 251
United Arab Emirates	1,496	5,407	8,163	+ 446
Yemen Arab Republic	1,789	7,637	4,575	+ 156
Total	286,546	850,964	1,719,592	+ 500

Sources: *U.S. Foreign Agricultural Trade Statistical Report*, Calendar 1974 and Calendar 1973, Econ. Res. Serv., U.S. Dept. Agr.
FATUS, Econ. Res. Serv., U.S. Dept. Agr., August 1975.

TABLE 4.–TOTAL U.S. EXPORTS TO THE MIDEAST, ANNUAL 1973 AND 1974

[In 1,000 dollars]

County	1973	1974	Percent change
Algeria	71,240	170,494	+ 139
Egypt	122,969	342,956	179
Iran	108,856	534,195	+ 391
Iraq	32,362	114,842	+ 255
Jordan	15,289	9,141	–40
Kuwait	8,703	21,310	+ 145
Lebanon	29,760	70,348	+ 136
Saudi Arabia	65,545	110,028	+ 68
Syria	1,642	7,405	+ 351
Bahrain	1,868	3,701	+ 98
Oman	1,351	312	–77
Qatar	390	1,599	+ 310
United Arab Emirates	3,576	6,051	+ 69
Yemen Arab Republic	5,617	6,183	+ 11
Total	469,168	1,398,565	+ 198

Source: *U.S. Foreign Agricultural Trade Statistical Report*, Calendar 1974 and Calendar 1973, Econ. Res. Serv., U.S. Dept. Agr.

APPENDIX B—Home Offices of U.S. Market Development Cooperators [40] With Continuing Long-Term Projects [July 1975]

COTTON

Cotton Council International
P.O. Box 12443
Memphis, Tennessee 38112
Albert R. Russell, Executive Vice President and Secretary
Phone: (901) 276-2783

1030 15th Street, N.W.
Washington, D.C. 20005
Carl C. Campbell, Executive Director
Phone: (202) 833-2975

International Institute for Cotton (A world organization for cotton research and promotion of which the United States is a member)
Solar Building
1000 16th Street, N.W.
Washington, D.C. 20036
Phone: (202) 223-5876

DAIRY AND POULTRY

Dairy Society International
3008 McKinley Street, N.W.
Washington, D.C. 20015
George W. Weigold, Managing Director
Phone: (202) 363-3359

Poultry and Egg Institute of America
521 East 63rd Street
Kansas City, Missouri 64110
Donald C. Beaver, President
Phone: (816) 361-5775

International Trade Development Board
Suite 929, Pennsylvania Building
425 13th Street, N.W.
Washington, D.C. 20004
Lee Campbell, Vice President for Government Relations
Phone: (202) 347-3991

FRUIT AND VEGETABLES

California Cling Peach Advisory Board
One California Street
San Francisco, California 94111
Bill Hoard, Manager, Advertising and Promotion
Phone: (415) 982-0970

California Prune Advisory Board
Room 110 World Trade Center–Ferry Building
San Francisco, California 94111
Ray W. Jewell, Manager
Phone: (415) 986-1452

California Raisin Advisory Board
P.O. Box 5335
Fresno, California 93755
John Calder, Manager
Robert A. Phinney, Advertising-Promotion Director
Phone: (209) 224-7010

Florida Department of Citrus
1115 East Memorial Boulevard
P.O. Box 148
Lakeland, Florida 33802
Edward A. Taylor, Executive Director
Fred S. Forsee, International Marketing Manager
Phone: (813) 682-0171

National Potato Promotion Board
1385 South Colorado Blvd.
Denver, Colorado 80222
Robert L. Mercer, Executive Manager
Phone: (303) 758-7783

National Red Cherry Institute
415 West Grand River Avenue
East Lansing, Michigan 48823
Robert C. Frohling, Executive Secretary
Phone: (517) 332-0869

North American Blueberry Council
P.O. Box 166
Marmora, New Jersey 08223
Philip G. Sheridan, Executive Secretary
Phone: (609) 399-1559

Northwest Horticultural Council
1002 Larson Building, P.O. Box 572
Yakima, Washington 98907
Ernest Falk, Manager
Phone: (509) 453-3193

GRAIN AND FEED

Protein Grain Products International
1030 15th Street, N.W., Suite 760
Washington, D.C. 20005
Robert D. Fondahn, President
Phone: (202) 785-2052

U.S.A. Dry Pea and Lentil Council, Inc.
302 Peyton Building
Spokane, Washington 99201
Dean Yedica, Marketing Director
Phone: (509) 838-4341

Great Plains Wheat, Inc.
1030 15th Street, N.W., Suite 420
Washington, D.C. 20005
Joseph Halow, Executive Vice President
Michael L. Hall, Administrative Officer
Phone: (202) 659-1240, 1241, 1242

Millers' National Federation
1776 F Street, N.W., Suite 104
Washington, D.C. 20006
Gordon P. Boals, Export Consultant
Phone: (202) 452-0900

Michigan Bean Industry
500 Eddy Building
Saginaw, Michigan 48607
John McGill, Executive Secretary-Treasurer
Phone: (517) 752-2101

Rice Council for Market Development
P.O. Box 22802
3917 Richmond Avenue
Houston, Texas 77027
L.O. Tiedt, Executive Vice President
Phone: (713) 623-6700

U.S. Feed Grains Council
1030 15th Street, N.W., Suite 540
Washington, D.C. 20005
Darwin E. Stolte, President
Hubert E. Dyke, Vice President
Phone: (202) 659-1640

Western Wheat Associates, U.S.A., Inc.
200 S.W. Market Street, Suite 985
Portland, Oregon 97201
Richard K. Baum, President
Phone: (503) 223-8123

1030 15th Street, N.W., Suite 1008
Washington, D.C. 20005
Eugene B. Vickers, Vice President for Administration
Phone: (202) 659-1737

LIVESTOCK AND LIVESTOCK PRODUCTS

American Angus Association
3201 Frederick Boulevard
St. Joseph, Missouri 64501
Lloyd D. Miller, Executive Secretary
Phone: (816) 233-3101

AMERICAN BRAHMAN BREEDERS ASSOCIATION
1313 La Concha Lane
Houston, Texas 77054
Kirby Cunningham, Executive Secretary
Phone: (713) 795-4444

American Hereford Association
715 Hereford Drive
Kansas City, Missouri 64105
Bud Snidow, Assistant Secretary
Phone: (816) 842-3757

American International Charolais Association
1610 Old Spanish Trail
Houston, Texas 77025
Stephen Taylor, Executive Secretary
Phone: (713) 748-1920

American Polled Hereford Association
4700 East 63rd Street
Kansas City, Missouri 64130
Orville K. Sweet, Executive Secretary
Phone: (816) 333-7731

American Quarter Horse Association
2736 West Tenth Street
P.O. Box 200
Amarillo, Texas 79168
Ronald Blackwell, Director for Public Relations
Phone: (806) 376-4811

Brown Swiss Enterprises, Inc.
P.O. Box 1038 E
Beloit, Wisconsin 53512
Marvin Kruse, Executive Secretary
Phone: (608) 365-4474

EMBA Mink Breeders Association
220 Ninth Street
Racine, Wisconsin 53403
Mrs. Rita M. Johnson, Coordinator
Phone: (414) 632-6166

Holstein-Friesian Association of America
P.O. Box 808
Brattleboro, Vermont 05301
Charles J. Larson, Assistant Executive Secretary
Phone: (802) 254-4551

International Brangus Breeders' Association, Inc.
9500 Tioga Drive
San Antonio, Texas 78230
Roy W. Lilley, Executive Secretary
Phone: (512) 696-8231

National Association of Animal Breeders
512 Cherry Street, P.O. Box 1033
Columbia, Missouri 65201
William M. Durfey, Executive Secretary
Phone: (314) 445-4406

National Renderers Association
3150 Des Plaines Avenue
Des Plaines, Illinois 60018
Dean A. Specht, Executive Director
Phone: (312) 827-8151

Santa Gertrudis Breeders International
P.O. Box 1257
Kingsville, Texas 78363
Thomas Cashion, Executive Secretary
Phone: (512) 592-9357

Tanners' Council of America, Inc.
411 5th Avenue
New York, New York 10016
Eugene L. Kilik, President
Phone: (212) 686-7950

OILSEEDS AND PRODUCTS

American Soybean Association
Hudson, Iowa 50643
Ralph Jackson, Executive Vice President
Dennis Blankenship, Director of Market Development
Phone: (319) 988-3296

National Peanut Council
7900 Westpark Drive, Suite 713
McLean, Virginia 22101
John L. Currier, President
Phone: (703) 893-5038

TOBACCO AND SEEDS

American Seed Trade Association
1030 15th Street, N.W., Suite 964
Washington, D.C. 20005
Harold D. Loden, Executive Vice President
Wayne R. Underwood, International Marketing Director
Phone: (202) 223-4080

Burley and Dark Leaf Tobacco Export Association, Inc.
1100 17th Street, N.W., Room 306
Washington, D.C. 20036
Frank B. Snodgrass, Vice President and Managing Director
Phone: (202) 296-6820

Leaf Tobacco Exporters Association, Inc.
P.O. Box 1288
Raleigh, North Carolina 27602
Hugh C. Kiger, Executive Vice President
Phone: (919) 833-1064

Tobacco Associates, Inc.
1101 17th Street, N.W., Suite 912
Washington, D.C. 20036
Joseph R. Williams, President
Phone: (202) 659-1160

MIDDLE EAST OFFICES--U.S. MARKET DEVELOPMENT COOPERATORS

Richard E. Benson, Regional Director
Africa and Middle East
Great Plains Wheat, Inc.
Eldorado Building, Suite 206
P.O. Box 2195
Beirut
Phone: 340243/44

Simon Bakht
AMFI Marketing Services
(Representing Poultry and Egg Institute of America)
P.O. Box 113299
Tabbara Building
Manara/Beirut
Phone: 348365

APPENDIX C—Publications Dealing With the Middle East or Market Development

DEPARTMENT OF AGRICULTURE

Foreign Agricultural Service

Export Briefs—weekly

Foreign Agriculture—weekly
(including a May 26, 1975 issue dedicated entirely to Market Development articles)

Economic Research Service

- *The Agricultural Situation in Africa and West Asia* (Published annually)

Iran: Agricultural Production and Trade (April 1974) ERS—Foreign 357

AGENCY FOR INTERNATIONAL DEVELOPMENT

Near East and South Asia: Economic Growth Trends (October 1974).

Africa: Economic Growth Trends (October 1974).

DEPARTMENT OF COMMERCE

World Trade Outlook for the Near East and South Asia (June 1974) OBR-74-17.

Basic Data on the Economy of Bahrain, Qatar, Muscat and Oman, and the Trucial State (March 1968) OBR-68-22.

Economic Trends: Saudi Arabia (January 1974) ET-74-005.

Basic Data on the Economy of Saudi Arabia (August 1971) OBR-71-025.

Economic Trends: Kuwait (May 1974) ET-74-038.

Economic Trends: Lebanon (January 1973) ET-73-009.

Selling in Lebanon (October 1973) OBR-72-057.

Basic Data on the Economy of Lebanon (October 1971) OBR-71-040.

Foreign Trade Regulations of Lebanon (November 1970) OBR-70-64.

Economic Trends: Algeria (June 1973) ET-73-074

Selling in Algeria (May 1973) OBR-73-11.

Foreign Trade Regulations of the Republic of Algeria (December 1971) OBR-71-054.

Basic Data on the Economy of Algeria (February 1971) OBR-71-006.

Basic Data on the Economy of the Arab Republic of Egypt (December 1972) OBR-72-073.

Foreign Trade Regulations of the Arab Republic of Egypt (December 1973) OBR-73-67.

Basic Data on the Economy of Jordon (December 1970) OBR-70-93.

Economic Trends: Jordon (June 1972) ET-72-067.

Selling in Iran (October 1970) OBR-70-55.

Basic Data on the Economy of Iran (December 1971) OBR-71-070.

Market Factors in Iran (May 1972) OBR-72-015.

The Near East Market: A Report to U.S. Business (December 1974).

DEPARTMENT OF STATE

Background Notes (one for each country)